# Bendigoand AdelaideBank 

## Bendigo and Adelaide Bank Limited ABN 11068049178

## Appendix 4E: Preliminary Final Report

For the year ended
30 June 2010

Released 9 August 2010

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## 1. Appendix 4E: Preliminary Final Report

### 1.1 Company details and reporting period

Bendigo and Adelaide Bank Limited
ABN 11068049178
Reporting period - twelve months ended:
30 June 2010
Previous corresponding period - twelve months ended:
30 June 2009

### 1.2 Results for announcement to the market

|  |  |  | \$m |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Revenues from operations | up | $29.9 \%$ | To | $1,135.0$ |
| Profit after tax attributable to members | up | $189.5 \%$ | To | 242.6 |
| Net profit after tax attributable to members | up | $189.5 \%$ | To | 242.6 |


| Dividends - current year | Amount per security |
| :--- | :---: |
| Final Dividend - 2010, fully franked at 30\% |  |
| Payable 30 September 2010 | 30.0 cents |
| Record date for determining entitlements for final dividend - 2 September 2010 |  |
| Interim Dividend - 2010, fully franked at 30\% | 28.0 cents |
| Paid 31 March 2010 |  |


| Dividends - previous year | Amount per security |
| :--- | :---: | :---: |
| Final Dividend -2009, fully franked at $30 \%$ <br> Paid 30 September 2009 | 15.0 cents |
| Interim Dividend -2009, fully franked at $30 \%$ <br> Paid 31 March 2009 | 28.0 cents |

### 1.3 Cash earnings results

| Cash earnings attributable to members | up | $59.7 \%$ | to | $\$ 291.0$ million |
| :--- | :---: | :---: | :---: | :---: |
| Cash earnings per share | up | $32.4 \%$ | to | 83.3 cents |
| See Note 2.3 for full details |  |  |  |  |

### 1.4 Net tangible assets per security

Net tangible assets per security, as at 30 June 2010 was $\$ 5.27$, an increase of $22.3 \%$. Refer to page 33.

### 1.5 Details of entities over which control has been gained or lost during the period

During the financial period, control was gained over the following entities:
August 2009 - ownership and control of Tasmanian Banking Services Limited was increased from 50\% to 100\%.

October 2009 - the Group's 60\% holding of Rural Bank Limited became a controlling interest upon amendments to the shareholders' agreement governing the joint venture. Up until this time the Group's interest was being reported as an equity interest.

The information contained in this report contains the results of these two entities from the dates control was gained. Prior period comparisons include the equity accounted results of the entities, reflecting the previous proportional ownership.

### 1.6 Details of individual and total dividends

Refer to page 29.

### 1.7 Details of any dividend or distribution reinvestment plans in operation

 Refer to page 29-30.
### 1.8 Details of associates and joint venture entities <br> Refer to page 31.

### 1.9 Accounting standards used for foreign entities

Not applicable.

### 1.10 Dispute or qualifications if audited

This report is based on financial accounts that are in the process of being audited by our external auditors. There is not expected to be any dispute or qualification to the financial accounts.

### 1.11 Annual general meeting

The annual general meeting will be held as follows:
Place: The Capital Theatre, 50 View Street, Bendigo, Victoria
Date: 3 November 2010
Time: $\quad 2.00$ pm (Eastern Daylight Saving Time)
And at
Place: The Intercontinental Adelaide, North Terrace, Adelaide
Date: 3 November 2010
Time: 1.30 pm (Central Daylight Saving Time)

### 1.12 Subsequent events

This Appendix 4E: Preliminary Final Report should be read in conjunction with the media release on 9 August 2010.

## 2. Full Year Results

### 2.1 Financial highlights



* The 2008-09 $2^{\text {nd }}$ half results include the acquired Macquarie margin lending portfolio from 8 January 2009.
** The 2009-10 $1^{\text {st }}$ half results include the trading of Tasmanian Banking Services Limited (100\% owned and controlled) from 1 August 2009 and Rural Bank Limited (60\% owned and controlled) from 1 October 2009. Previously, Rural Bank and Tasmanian Banking Services were equity accounted joint ventures.


### 2.2 Results at a glance

### 2.2.1 Financial performance

Bendigo and Adelaide Bank announced a cash earnings result of $\$ 291.0$ million for the 12 months ending 30 June 2010, a 59.7 per cent increase on the prior corresponding period.

Further
detail

- Cash basis earnings per ordinary share of 83.3 cents (Jun-09 62.9 cents), an 2.4.10.3 increase of 32.4\%.
- $\quad$ Cash basis earnings return on average ordinary equity was $8.40 \%$ (Jun-09 5.81\%).
- Profit before income tax and non-recurring items was $\$ 407.4$ million (Jun-09 \$247.0 million), an increase of $64.9 \%$ (see note 2.4.1.1 for non-recurring item details).
- Net interest income increased by $34.6 \%$ to $\$ 854.6$ million with an interest margin before payments to community banks and alliances increasing from 1.64\% to 2.11\% for the year. Net of these payments, interest margin recorded a 37 basis point increase from $1.46 \%$ to $1.83 \%$ for the year. Refer to 2.4 .2 for further analysis.
- $\quad$ Non-interest income before non-recurring items was $\$ 294.4$ million (Jun-09 \$306.3 million), a decrease of 3.9\%.

Directors announced a final dividend of 30.0 cents per share (fully franked), taking the total dividend for the financial year to 58 cents per share. The Board's dividend policy of paying out 60-70 per cent of cash earnings as dividends remains unchanged.

### 2.2.2 Dividends

- 2009/10 final dividend of 30.0 cents per fully paid ordinary share (an increase of 15.0 cents compared to the 2008/09 final dividend), fully franked at $30 \%$.
- Dividend is payable on 30 September 2010 to shareholders registered on the Record Date of 2 September 2010.
- $\quad$ The final dividend proposed totals $\$ 106.1$ million.
- Dividends for 2009/10 total 58.0 cents (up from 43.0 cents in 2008/09).

Information contained in this report should be read in conjunction with the June 2010 annual financial report, when issued.

### 2.3 Financial Statements

### 2.3.1 Income Statement

## For the year ended 30 June 2010

|  | $\begin{array}{r} 2010 \\ \$ \mathrm{~m} \end{array}$ | $\begin{array}{r} 2009 \\ \$ \mathrm{~m} \end{array}$ |
| :---: | :---: | :---: |
| Income |  |  |
| Net interest income |  |  |
| Interest income | 2,712.2 | 3,154.7 |
| Interest expense | 1,857.6 | 2,519.7 |
| Net Interest Income | 854.6 | 635.0 |
| Total non interest income (2.4.3) | 281.7 | 275.4 |
| Share of joint venture net profits accounted for using the equity method (2.5.2) | 12.7 | 30.9 |
| Total income after interest expense | 1,149.0 | 941.3 |
| Expenses |  |  |
| Bad and doubtful debts (2.4.8) | 44.7 | 80.3 |
| Operating expenses (2.4.4) | 696.9 | 614.0 |
| Profit before income tax expense and non recurring items | 407.4 | 247.0 |
| Non recurring items before tax | (56.7) | (127.7) |
| Profit before income tax expense | 350.7 | 119.3 |
| Income tax expense | 90.8 | 35.5 |
| Profit after income tax expense | 259.9 | 83.8 |
| Net (profit)/loss attributable to non-controlling interest | (17.3) | - |
| Profit after tax attributable to members of the parent | 242.6 | 83.8 |
| Adjusted for: |  |  |
| Non recurring items after income tax expense (2.4.1.1) | 34.8 | 89.4 |
| Dividends paid on preference shares | (3.4) | (4.5) |
| Dividends paid on step-up preference shares | (3.9) | (5.0) |
| After tax intangibles amortisation (excluding amortisation of intangible software) | 20.9 | 18.5 |
| Cash basis earnings | 291.0 | 182.2 |
|  |  |  |
| Cash basis earnings per ordinary share (cents per share) | 83.3 | 62.9 |
| Basic earnings per ordinary share (cents per share) | 67.4 | 25.6 |
| Diluted earnings per ordinary share (cents per share) | 62.9 | 25.6 |
| Franked dividends per ordinary share (cents per share) | 58.0 | 43.0 |

### 2.3.2 Balance Sheet

## As at 30 June 2010

|  | $\begin{array}{r} 2010 \\ \$ m \end{array}$ | 2009 \$m |
| :---: | :---: | :---: |
| Assets |  |  |
| Cash and cash equivalents | 760.5 | 912.6 |
| Due from other financial institutions | 279.7 | 235.4 |
| Financial assets held for trading | 3,985.2 | 3,882.3 |
| Financial assets available for sale - securities | 261.5 | - |
| Financial assets held to maturity | 482.8 | 344.9 |
| Current tax asset | - | 84.4 |
| Other assets | 618.2 | 512.3 |
| Financial assets available for sale - share investments | 111.7 | 84.1 |
| Derivatives | 7.4 | 49.0 |
| Loans and other receivables - investment | 541.0 | 505.7 |
| Loans and other receivables | 42,980.8 | 38,235.2 |
| Investments in associates joint ventures accounted for using the equity method | 7.2 | 225.9 |
| Property, plant \& equipment | 103.6 | 115.9 |
| Deferred tax assets | 180.7 | 212.0 |
| Investment property | 158.9 | 115.6 |
| Intangible assets \& goodwill | 1,641.6 | 1,598.9 |
| Total Assets | 52,120.8 | 47,114.2 |

## Liabilities

| Due to other financial institutions | 195.5 | 196.3 |
| :--- | ---: | ---: |
| Deposits | $37,076.2$ | $31,879.8$ |
| Notes payable | $9,042.8$ | $9,974.5$ |
| Derivatives | 263.6 | 436.4 |
| Other payables | 830.1 | 665.9 |
| Provisions | 89.1 | 62.7 |
| Deferred tax liabilities | 120.7 |  |
| Reset preference shares | 89.7 |  |
| Subordinated debt - at amortised cost | 532.9 |  |
| Total Liabilities | $48,240.4$ | 43,995 |
| Net Assets | $3,880.4$ |  |

## Equity

Equity attributable to equity holders of the parent

| Issued capital - ordinary | $3,361.7$ | $3,003.9$ |
| :--- | ---: | :---: |
| Preference shares | 188.5 | 188.5 |
| Employee Share Ownership Plan (ESOP) shares | $(27.7)$ | $(32.7)$ |
| Reserves | $(22.3)$ | $(185.3)$ |
| Retained earnings | 234.5 | 144.3 |
| Total parent entity interests | $3,734.7$ | $3,118.7$ |
| Total non-controlling interests | 145.7 |  |
| Total Equity | $3,880.4$ | $3,118.7$ |

### 2.3.3 Cash Flow Statement

## For the year ended 30 June 2010

|  | 2010 | 2009 |
| :---: | :---: | :---: |
|  | \$m | \$m |
| CASH FLOWS FROM OPERATING ACTIVITIES |  |  |
| Interest and other items of a similar nature received | 2,591.2 | 3,059.1 |
| Interest and other costs of finance paid | $(1,835.7)$ | $(2,481.6)$ |
| Receipts from customers (excluding effective interest) | 250.3 | 236.3 |
| Payments to suppliers and employees | (625.9) | (646.7) |
| Dividends received | 17.3 | 34.9 |
| Income taxes paid | (44.2) | (74.7) |
| Net cash flows from operating activities | 353.0 | 127.3 |
| CASH FLOWS FROM INVESTING ACTIVITIES |  |  |
| Cash paid for purchases of property, plant and equipment | (17.7) | (21.2) |
| Cash proceeds from sale of property, plant and equipment | 0.6 | 0.9 |
| Cash paid for purchases of investment property | (32.3) | (26.1) |
| Cash proceeds from sale of investment property | 4.2 | 102.5 |
| Cash paid for purchases of intangible software | (0.1) | (9.7) |
| Cash paid for purchases of equity investments | (5.8) | (80.2) |
| Cash proceeds from sale of equity investments | 4.3 | 42.1 |
| Net (increase)/decrease in balance of loans and other receivables outstanding | $(1,240.1)$ | 2,833.2 |
| Net (increase)/decrease in balance of investment securities | 243.3 | (987.9) |
| Net cash paid on acquisition of a portfolio | - | $(1,482.0)$ |
| Net cash received/(paid) on acquisition of a subsidiary | 42.7 | - |
| Net cash flows from/(used in) investing activities | $(1,000.9)$ | 371.6 |
| CASH FLOWS FROM FINANCING ACTIVITIES |  |  |
| Proceeds from issue of ordinary shares | 315.0 | 192.8 |
| Net increase/(decrease) in balance of retail deposits | 1,538.4 | 4,911.7 |
| Net increase/(decrease) in balance of wholesale deposits | (52.1) | $(4,429.0)$ |
| Proceeds from issue of subordinated debt | 51.0 | - |
| Repayment of subordinated debt | (237.0) | (80.0) |
| Dividends paid | (119.6) | (142.2) |
| Net increase/(decrease) in balance of notes payable | (949.5) | (1,341.9) |
| Repayment of ESOP shares | 5.0 | 4.7 |
| Payment of share issue costs | (10.3) | (2.2) |
| Net cash flows from/(used in) financing activities | 540.9 | (886.1) |
| Net increase/(decrease) in cash and cash equivalents | (107.0) | (387.2) |
| Cash and cash equivalents at the beginning of period | 951.7 | 1,338.9 |
| Cash and cash equivalents as at end of period | 844.7 | 951.7 |

### 2.4 Results commentary

### 2.4.1 Profit

## Profit

Profit before tax
Non recurring items before tax
Profit before tax and non recurring items

Profit after tax attributable to the parent
Non recurring items after tax
Profit after tax before non recurring items
Adjusted for:
ntangibles amortisation (excluding software amortisation)
Distributions paid on preference shares
Distributions paid on step up preference shares
Cash basis profit after tax

|  |  |  |  | Six months ending |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Jun-10 | Jun-09 | Change |  | Jun-10 | Dec-09 | Change |  |
| \$m | \$m | \$m | \% | \$m | \$m | \$m | \% |
| 350.7 | 119.3 | 231.4 | 194.0 | 188.7 | 162.0 | 26.7 | 16.5 |
| (56.7) | (127.7) | 71.0 | 55.6 | (15.1) | (41.6) | 26.5 | 63.7 |
| 407.4 | 247.0 | 160.4 | 64.9 | 203.8 | 203.6 | 0.2 | 0.1 |
| 242.6 | 83.8 | 158.8 | 189.5 | 138.5 | 104.1 | 34.4 | 33.0 |
| (34.8) | (89.4) | 54.6 | 61.1 | (4.7) | (30.1) | 25.4 | 84.4 |
| 277.4 | 173.2 | 104.2 | 60.2 | 143.2 | 134.2 | 9.0 | 6.7 |
| 20.9 | 18.5 | 2.4 | 13.0 | 12.1 | 8.8 | 3.3 | 37.5 |
| (3.4) | (4.5) | 1.1 | 24.4 | (1.9) | (1.5) | (0.4) | (26.7) |
| (3.9) | (5.0) | 1.1 | 22.0 | (2.1) | (1.8) | (0.3) | (16.7) |
| 291.0 | 182.2 | 108.8 | 59.7 | 151.3 | 139.7 | 11.6 | 8.3 |

## Profit after tax

 \$mil
### 2.4.1.1 Non Recurring Items

The reported profit after tax for the year ended 30 June 2010 of $\$ 242.6$ million included the following non recurring items:

|  | 2010 |  | 2009 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Before Tax \$m | After Tax \$m | Before Tax \$m | After Tax \$m |
| Items included in non interest income |  |  |  |  |
| Accounting gain on the sale of equity investments | 19.9 | 19.8 | 26.0 | 18.2 |
| Ineffective cash flow hedges - merger related ${ }^{(1)}$ | (33.9) | (23.7) | (93.6) | (65.5) |
|  | (14.0) | (3.9) | (67.6) | (47.3) |
| Items included in operating expenses |  |  |  |  |
| Integration costs associated with the Adelaide Bank merger and the Macquarie margin lending business | 35.1 | 24.5 | 41.4 | 29.0 |
| Impairment losses - equity investments | - | - | 10.0 | 7.0 |
| Fair value adjustment - head office development | - | - | 1.8 | 1.3 |
| Employee shares shortfall/(gain) | (2.6) | (1.8) | 5.3 | 3.7 |
| Expense incurred with withdrawn capital raising | - | - | 1.6 | 1.1 |
| Property revaluation decrement | 10.2 | 7.2 | - | - |
|  | 42.7 | 29.9 | 60.1 | 42.1 |
| Non recurring items | (56.7) | (33.8) | (127.7) | (89.4) |
| Non recurring items attributable to non controlling interests | (1.4) | (1.0) | - | - |
| Total non recurring items atributable to the parent | (58.1) | (34.8) | (127.7) | (89.4) |

[^0]
### 2.4.2 Interest margin

Analysis of net interest margin \%


The change in net interest margin above is normalised to include a full year contribution of Rural Bank.

### 2.4.3 Income

|  | $\begin{array}{r} \text { Jun-10 } \\ \$ m \end{array}$ | $\begin{array}{r} \text { Jun-09 } \\ \$ m \end{array}$ | Change |  | Six months ending |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | $\begin{array}{r} \text { Jun-10 } \\ \$ \mathrm{~m} \end{array}$ | $\begin{array}{r} \text { Dec-09 } \\ \$ \mathrm{~m} \end{array}$ | Chan \$m | \% |
| Income |  |  |  |  |  |  |  |  |
| Net interest income | 854.6 | 635.0 | 219.6 | 34.6 | 446.6 | 408.0 | 38.6 | 9.5 |
| Other income comprising: |  |  |  |  |  |  |  |  |
| Fees - asset products | 61.8 | 58.7 | 3.1 | 5.3 | 31.4 | 30.4 | 1.0 | 3.3 |
| - liability products \& other | 130.1 | 133.5 | (3.4) | (2.5) | 64.8 | 65.3 | (0.5) | (0.8) |
| - trustee, management \& other services | 9.7 | 10.8 | (1.1) | (10.2) | 4.7 | 5.0 | (0.3) | (6.0) |
| Commissions - wealth solutions | 25.4 | 28.9 | (3.5) | (12.1) | 12.7 | 12.7 | - | - |
| - insurance | 13.0 | 15.4 | (2.4) | (15.6) | 6.7 | 6.3 | 0.4 | 6.3 |
| - other | 2.5 | 3.4 | (0.9) | (26.5) | 0.9 | 1.6 | (0.7) | (43.8) |
| Dividend income | 6.3 | 2.2 | 4.1 | 186.4 | 3.2 | 3.1 | 0.1 | 3.2 |
| Other | 32.9 | 22.5 | 10.4 | 46.2 | 15.9 | 17.0 | (1.1) | (6.5) |
| Total other income before non recurring income items | 281.7 | 275.4 | 6.3 | 2.3 | 140.3 | 141.4 | (1.1) | (0.8) |
| Share of joint venture profit | 12.7 | 30.9 | (18.2) | (58.9) | 1.1 | 11.6 | (10.5) | (90.5) |
| Total non interest income before non recurring items | 294.4 | 306.3 | (11.9) | (3.9) | 141.4 | 153.0 | (11.6) | (7.6) |
| Non recurring income items - non interest income | (14.0) | (67.6) | 53.6 | 79.3 | 12.8 | (26.8) | 39.6 | 147.8 |
| Total income | 1,135.0 | 873.7 | 261.3 | 29.9 | 600.8 | 534.2 | 66.6 | 12.5 |

The above table includes fully consolidated contributions of Rural Bank from October 2009, Tasmanian Banking Services from August 2009 and Macquarie margin lending portfolio from January 2009.

## Comments on Total income when compared to previous corresponding period:

Net interest income increased by 34.6\% when compared with the previous year. Refer to Note 2.4.2 for an analysis of the net interest income movements.

Fee income has remained stable year on year and half on half. Income from the trading book revaluation along with fee income relating to loan products was higher than previous periods, offset by lower fees received from transactional accounts and lower interchange revenues.

Commission income has declined due to reduced insurance commissions, along with lower wealth commissions due to declining wealth portfolios.

Share of associates' profit has decreased $58.9 \%$, primarily as a result of Rural Bank becoming a subsidiary of the group as at 1 October 2009.

[^1]

Non interest Income \$mil


### 2.4.4 Productivity and Operating Expenses

```
Expenses
    Staff and related costs
    Occupancy costs
    Information technology costs
    Amortisation of acquired intangibles
    Software intangibles
    Property, plant & equipment costs
    Fees & commissions
    Communications, postage & stationery
    Advertising & promotion
    Other product & services delivery costs
    Other administration expenses
Total operating expenses
```

|  |  |  |  | Six months ending |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Jun-10 | Jun-09 | Change |  | Jun-10 | Dec-09 | Chan |  |
| \$m | \$m | \$m | \% | \$m | \$m | \$m | \% |
| 334.7 | 296.8 | 37.9 | 12.8 | 165.6 | 169.1 | (3.5) | (2.1) |
| 57.7 | 53.9 | 3.8 | 7.1 | 29.0 | 28.7 | 0.3 | 1.0 |
| 58.1 | 53.4 | 4.7 | 8.8 | 28.4 | 29.7 | (1.3) | (4.4) |
| 29.7 | 25.7 | 4.0 | 15.6 | 17.2 | 12.5 | 4.7 | 37.6 |
| 8.5 | 7.0 | 1.5 | 21.4 | 4.3 | 4.2 | 0.1 | 2.4 |
| 13.4 | 14.7 | (1.3) | (8.8) | 6.5 | 6.9 | (0.4) | (5.8) |
| 37.9 | 22.2 | 15.7 | 70.7 | 20.8 | 17.1 | 3.7 | 21.6 |
| 32.1 | 33.2 | (1.1) | (3.3) | 16.2 | 15.9 | 0.3 | 1.9 |
| 16.8 | 13.2 | 3.6 | 27.3 | 9.1 | 7.7 | 1.4 | 18.2 |
| 38.8 | 32.7 | 6.1 | 18.7 | 20.1 | 18.7 | 1.4 | 7.5 |
| 69.2 | 61.2 | 8.0 | 13.1 | 39.1 | 30.1 | 9.0 | 29.9 |
| 696.9 | 614.0 | 82.9 | 13.5 | 356.3 | 340.6 | 15.7 | 4.6 |
| 42.7 | 60.1 | (17.4) | (29.0) | 27.9 | 14.8 | 13.1 | 88.5 |
| 739.6 | 674.1 | 65.5 | 9.7 | 384.2 | 355.4 | 28.8 | 8.1 |
| 58.1\% | 62.5\% | (4.4\%) | (7.0) | 57.7\% | 58.5\% | (0.8\%) | (1.4) |
| 1.3\% | 1.2\% | 0.1\% | 8.3 | 1.3\% | 1.3\% | 0.0\% | 0.0 |
| 1.3\% | 1.2\% | 0.1\% | 8.3 | 1.3\% | 1.3\% | 0.0\% | 0.0 |
| 3,847 | 3,598 | 249 | 6.9 | 3,847 | 3,779 | 68 | 1.8 |
| 29.1\% | 31.5\% | (2.4\%) | (7.6) | 28.1\% | 30.1\% | (2.0\%) | (6.6) |

The above table includes fully consolidated contributions of Rural Bank from October 2009, Tasmanian Banking Services from August 2009 and Macquarie margin lending portfolio from January 2009.

Expenses used in the above ratios are expenses less non recurring expense items and acquired intangibles amortisation. Income used in the above ratios is income less non recurring income items.

## Comments on individual expense categories when compared to the previous corresponding period are:

Staff and related costs have increased $12.8 \%$ compared to the previous corresponding period, due to full year inclusion of the Macquarie Margin Lending business (2009: 5 months) along with nine months of Rural Bank Limited (2009: Nil). Wage increases flowing from the bank's certified agreement and other salary increases during the calendar year also contributed to the increase.

Fees and commissions increased by $70.7 \%$ predominantly due to the inclusion of the trading of Rural Bank Limited for the nine months from October 2009 to June 2010 inclusive (2009: Nil).

Other product \& services delivery costs increased $18.7 \%$ predominantly due to the continued expansion of the ATM and Eftpos networks, increased transaction volumes and the inclusion of the trading of Rural Bank Limited for the nine months from October 2009 to June 2010 inclusive (2009: Nil).

[^2]Operating Expenses - Six months \$m


Operating expenses
\$mil


## Cost to Income Ratio <br> \%



Expenses used in the above ratios exclude non recurring expense items and acquired intangibles amortisation. Income used in the above ratios is income less non recurring income items.

### 2.4.5 Segment results

## Segment information

The Group has identified its operating segments based on the internal reports that are reviewed and used by the executive management team (chief operating decision makers) in assessing performance and determining the allocation of resources.

The operating segments are identified according to the nature of products and services provided and the key delivery channels, with each segment representing a strategic business unit that offers a different delivery method and/or different products and services. Discrete financial information about each of these operating businesses is reported to the executive management team on a monthly basis.

The segments presented reflect changes to the structure which were implemented during the year, including recognition of Rural Bank as a single operating segment. The comparatives have been restated to reflect the changed structure.

Segment assets and liabilities reflect the value of loans and deposits directly managed by the operating segment. All other assets of the group are managed centrally.

## Types of products and services

## Retail banking

Net interest income predominantly derived from the provision of first mortgage finance less interest paid to depositors; and fee income from the provision of banking services delivered through the companyowned branch network and the Group's share of net interest and fee income from the Community Bank branch network.

## Third party banking

Net interest income and fees derived from the manufacture and processing of predominantly residential home loans, distributed through mortgage brokers, mortgage managers, mortgage originators and alliance partners. This segment also includes the activities of the groups transaction processing and operational support functions.

## Wealth

Fees, commissions and interest from the provision of financial planning services and margin lending activities. Commission received as responsible entity for managed investment schemes and for corporate trusteeships and other trustee and custodial services.

## Rural Bank

Profit share from equity accounted investment in the associate to September 2009. From 1 October 2009, the consolidated results of the Rural Bank joint venture. The principal activities of Rural Bank are the provision of banking services to agribusiness, rural and regional Australian communities.

## Central functions

Functions not relating directly to a reportable operating segment.

## Major customers

Revenues from no one single customer amount to greater than $10 \%$ of the Group's revenues.

## For the year ended 30 June 2010

|  | Operating segments |  |  |  | Total erating gments | Central functions | $\begin{gathered} \text { Total } \\ \$ \mathbf{m} \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Retail banking | Third party banking | Wealth | Rural Bank |  |  |  |
|  | \$m | \$m | \$m | \$m | \$m | \$m |  |
| Net interest income | 414.9 | 215.2 | 125.5 | 99.0 | 854.6 | - | 854.6 |
| Other income | 131.6 | 94.2 | 32.7 | 5.3 | 263.8 | 17.9 | 281.7 |
| Share of net profit of equity accounted investments | - | - | - | 11.6 | 11.6 | 1.1 | 12.7 |
| Total segment income | 546.5 | 309.4 | 158.2 | 115.9 | 1,130.0 | 19.0 | 1,149.0 |
| Operating expenses | 244.2 | 120.9 | 42.7 | 37.7 | 445.5 | 251.4 | 696.9 |
| Credit expenses | 18.8 | 15.7 | 3.7 | 6.9 | 45.1 | 2.0 | 47.1 |
| Segment result | 283.5 | 172.8 | 111.8 | 71.3 | 639.4 | (234.4) | 405.0 |

## For the year ended 30 June 2009

|  | Operating segments |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Retail banking \$m | Third party banking \$m | Wealth \$m | Rural Bank \$m | Total operating segments \$m | Central functions \$m | Total \$m |
| Net interest income | 352.4 | 204.4 | 78.2 | - | 635.0 | - | 635.0 |
| Other income | 120.8 | 93.1 | 32.7 | - | 246.6 | 28.8 | 275.4 |
| Share of net profit of equity accounted investments | - | - | - | 32.8 | 32.8 | (1.9) | 30.9 |
| Total segment income | 473.2 | 297.5 | 110.9 | 32.8 | 914.4 | 26.9 | 941.3 |
| Operating expenses | 214.5 | 118.3 | 38.5 | - | 371.3 | 242.7 | 614.0 |
| Credit expenses | 33.7 | 33.2 | 6.9 | - | 73.8 | (0.4) | 73.4 |
| Segment result | 225.0 | 146.0 | 65.5 | 32.8 | 469.3 | (215.4) | 253.9 |


|  | Operating segments |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Retail banking | Third party banking | Wealth | Rural Bank | Total operating segments | Central functions | Total |
| Reportable segment assets | \$m | \$m | \$m | \$m | \$m | \$m | \$m |
| As at 30 June 2010 | 21,383.6 | 13,510.4 | 3,730.9 | 4,164.0 | 42,788.9 | 9,331.9 | 52,120.8 |
| As at 30 June 2009 | 19,154.0 | 16,287.0 | 3,364.0 | - | 38,805.0 | 8,309.2 | 47,114.2 |
| Reportable segment liabilities |  |  |  |  |  |  |  |
| As at 30 June 2010 | 25,592.0 | 482.9 | 3,849.0 | 3,818.2 | 33,742.1 | 6,564.4 | 40,306.5 |
| As at 30 June 2009 | 20,612.0 | 767.0 | 4,172.0 | - | 25,551.0 | 10,593.5 | 36,144.5 |

[^3]|  | Group |  |
| :---: | :---: | :---: |
|  | Jun-10 | Jun-09 |
|  | Full year | Full year |
|  | \$m | \$m |
| Reconciliation of total segment income to group income |  |  |
| Total segment income | 1,149.0 | 941.3 |
| Ineffective cash flow hedges | (33.9) | (93.6) |
| Profit on sale of other non-current assets | 19.9 | 26.0 |
| Total group income | 1,135.0 | 873.7 |
| Reconciliation of segment result to group profit before tax |  |  |
| Total segment result | 405.0 | 253.9 |
| Ineffective cash flow hedges | (33.9) | (93.6) |
| Profit on sale of other non-current assets | 19.9 | 26.0 |
| Movement in collective provision | 2.4 | (6.9) |
| Non recurring expense items | (42.7) | (60.1) |
| Group profit before tax | 350.7 | 119.3 |
| Reconciliation of segment expenses to group total expenses |  |  |
| Segment operating expenses | 696.9 | 614.0 |
| Non recurring expense items | 42.7 | 60.1 |
| Total group expenses | 739.6 | 674.1 |
| Reconciliation of segment credit expenses to bad and doubtful debts on loans and |  |  |
| Segment credit expenses | 47.1 | 73.4 |
| Movement in collective provision | (2.4) | 6.9 |
| Bad and doubtful debts on loans and receivables | 44.7 | 80.3 |
|  | Group |  |
|  | $\begin{array}{r} \text { As at } \\ \text { Jun-10 } \end{array}$ | $\begin{array}{r} \text { As at } \\ \text { Jun-09 } \end{array}$ |
|  | \$m | \$m |
| Reportable segment assets |  |  |
| Total assets for operating segments | 52,120.8 | 47,114.2 |
| Total assets | 52,120.8 | 47,114.2 |
| Reportable segment liabilities |  |  |
| Total liabilities for operating segments | 40,306.5 | 36,144.5 |
| Securitisation funding | 7,933.9 | 7,851.0 |
| Total liabilities | 48,240.4 | 43,995.5 |

### 2.4.6 Lending



The above table includes fully consolidated contributions of Rural Bank from October 2009, Tasmanian Banking Services from August 2009 and Macquarie margin lending portfolio from January 2009.

Loans under management represents the gross balance of loans managed by the group:
On-balance sheet loans are the gross balance of loans and factoring receivables held by the consolidated group

Off-balance sheet loans under management are the gross balance of off-balance sheet loans managed by Adelaide Managed Funds, a wholly-owned subsidiary of Bendigo and Adelaide Bank Limited.

STL Common Funds is the gross balance of loans in these funds, which are managed by Sandhurst Trustees Limited, a wholly-owned subsidiary of Bendigo and Adelaide Bank Limited.

[^4]
### 2.4.7 Asset Quality



1 Includes loans where the value of the security has reduced below the value of the outstanding loans but repayments are being made in accordance with the loan contract.
2 Provision coverage is Provisions for doubtful debts - total, divided by Total impaired assets.

The above table includes fully consolidated contributions of Rural Bank from October 2009, Tasmanian Banking Services from August 2009 and Macquarie margin lending portfolio from January 2009.

Bendigoand Information contained in this report should be read in conjunction with the June 2010 annual financial report, when issued.
AdelaideBank

### 2.4.8 Bad and Doubtful Debts

## Expense:

Prov'n doubtful debts - expense
Bad debts expense
Total bad and doubtful debts expense
Less : Bad debts recovered
Bad and doubtful debts net of recoveries

## Balances:

Provision for doubtful debts - specific
Provision for doubtful debts - collective
General reserve for credit losses
Total provision/reserve doubtful debts

|  |  |  |  | Six months ending |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Jun-10 | Jun-09 | Change |  | Jun-10 | Dec-09 | Change |  |
| \$m | \$m | \$m | \% | \$m | \$m | \$m | \% |
| 46.2 | 65.0 | (18.8) | (28.9) | 27.5 | 18.7 | 8.8 | 47.1 |
| 4.7 | 21.2 | (16.5) | (77.8) | 3.6 | 1.1 | 2.5 | 227.3 |
| 50.9 | 86.2 | (35.3) | (41.0) | 31.1 | 19.8 | 11.3 | 57.1 |
| 6.2 | 5.9 | 0.3 | 5.1 | 3.2 | 3.0 | 0.2 | 6.7 |
| 44.7 | 80.3 | (35.6) | (44.3) | 27.9 | 16.8 | 11.1 | 66.1 |
| $\begin{array}{r} \text { As at } \\ \text { Jun-10 } \end{array}$ | $\begin{array}{r} \text { As at } \\ \text { Jun-09 } \end{array}$ | Change |  | $\begin{array}{r} \text { As at } \\ \text { Jun-10 } \end{array}$ | $\begin{array}{r} \text { As at } \\ \text { Dec-09 } \end{array}$ | Change |  |
| \$m | \$m | \$m | \% | \$m | \$m | \$m | \% |
| 79.1 | 67.7 | 11.4 | 16.8 | 79.1 | 78.7 | 0.4 | 0.5 |
| 47.1 | 44.3 | 2.8 | 6.3 | 47.1 | 41.0 | 6.1 | 14.9 |
| 104.7 | 86.1 | 18.6 | 21.6 | 104.7 | 100.6 | 4.1 | 4.1 |
| 230.9 | 198.1 | 32.8 | 16.6 | 230.9 | 220.3 | 10.6 | 4.8 |

Ratios:
Loan write-offs to average assets
Loan write-offs to gross loans
Total provision/reserve for doubtful debts
to gross loans
Collective provision (adjusted for tax) \& GRCL
to risk-weighted assets

|  |  |  |  |  |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |  |  |
| $0.10 \%$ | $0.07 \%$ | $0.03 \%$ | 42.9 | $0.10 \%$ | $0.10 \%$ | $0.00 \%$ | - |
| $0.11 \%$ | $0.09 \%$ | $0.02 \%$ | 22.2 | $0.11 \%$ | $0.12 \%$ | $(0.01 \%)$ | $(8.3)$ |
| $0.53 \%$ | $0.51 \%$ | $0.02 \%$ | 3.9 | $0.53 \%$ | $0.52 \%$ | $0.01 \%$ | 1.9 |
| $0.54 \%$ | $0.54 \%$ | $0.00 \%$ | - | $0.54 \%$ | $0.54 \%$ | $0.00 \%$ | - |


|  | Gen res |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| The movement in provisions comprise: | Specific | Collective | cr losses | Total |
| Balance at June 2009 | 67.7 | 44.3 | 86.1 | 198.1 |
| Provision movements expensed to profit and loss | 51.1 | (0.2) | - | 50.9 |
| Bad debts written off | (50.0) | - | - | (50.0) |
| Appropriation of movement in general reserve for credit losses | - | - | 18.6 | 18.6 |
| Balance acquired in business combination | 10.3 | 3.0 | - | 13.3 |
| Balance at June 2010 | 79.1 | 47.1 | 104.7 | 230.9 |

Total bad debts written off for the period, as shown above comprises:
Bad debts previously provided for
Other Bad debts
Total bad debts written off for the period

| 45.3 |
| ---: |
| 4.7 |
| 50.0 |

The above tables include the fully consolidated contributions of Rural Bank from October 2009, Tasmanian Banking Services from August 2009 and Macquarie margin lending portfolio from January 2009.

Movements in specific and collective provisions are reflected as an expense in the income statement.
Movements in the general reserve for credit losses are reflected as an appropriation in retained earnings.

## Total Provisions and Reserves for Doubtful Debts \$mil

230.9
198.1


June 2009


June 2010

General
Collective
Specific

[^5]
### 2.4.9 Deposits and Funds under Management

Deposits and funds under management
Deposits
Securitisation
Managed funds
Total deposits and funds under management
Retail deposits and funds under management
Retail deposits
Managed funds
Total retail deposits and funds under management
Deposits dissection - \$m
Retail
Securitisation
Wholesale - domestic
Wholesale - offshore
Total deposits
Deposits dissection (excluding securitisation) - \%
Retail
Wholesale - domestic
Wholesale - offshore
Total deposits excluding securitisation

Managed funds dissection
Assets under management
Other managed funds
Total managed funds

| $\begin{array}{r} \text { As at } \\ \text { Jun-10 } \\ \$ m \end{array}$ | $\begin{array}{r} \text { As at } \\ \text { Jun-09 } \\ \$ m \end{array}$ | Change |  | $\begin{array}{r} \text { As at } \\ \text { Jun-10 } \\ \$ m \end{array}$ | As at <br> Dec-09 <br> \$m | $\begin{array}{ll} \text { Change } \\ \$ m & \% \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 37,076.2 | 31,879.8 | 5,196.4 | 16.3 | 37,076.2 | 35,822.0 | 1,254.2 | 3.5 |
| 9,042.8 | 9,974.5 | (931.7) | (9.3) | 9,042.8 | 9,472.0 | (429.2) | (4.5) |
| 3,704.0 | 4,491.3 | (787.3) | (17.5) | 3,704.0 | 4,117.0 | (413.0) | (10.0) |
| 49,823.0 | 46,345.6 | 3,477.4 | 7.5 | 49,823.0 | 49,411.0 | 412.0 | 0.8 |
| $33,698.2$ | 28,536.4 | $5,161.8$ | $18.1$ | $33,698.2$ | $32,174.7$ | $1,523.5$ | $4.7$ |
| 3,704.0 | 4,491.3 | (787.3) | (17.5) | 3,704.0 |  | (413.0) |  |
| 37,402.2 | 33,027.7 | 4,374.5 | 13.2 | 37,402.2 | 36,291.7 | 1,110.5 | 3.1 |
| 33,698.2 | 28,536.4 | 5,161.8 | 18.1 | 33,698.2 | 32,174.7 | 1,523.5 | 4.7 |
| 9,042.8 | 9,974.5 | (931.7) | (9.3) | 9,042.8 | 9,472.0 | (429.2) | (4.5) |
| 3,139.7 | 2,652.6 | 487.1 | 18.4 | 3,139.7 | 2,901.9 | 237.8 | 8.2 |
| 238.3 | 690.8 | (452.5) | (65.5) | 238.3 | 745.4 | (507.1) | (68.0) |
| 46,119.0 | 41,854.3 | 4,264.7 | 10.2 | 46,119.0 | 45,294.0 | 825.0 | 1.8 |
| 90.9\% | 89.5\% | 1.4\% | 1.6 | 90.9\% | 89.8\% | 1.1\% | 1.2 |
| 8.5\% | 8.3\% | 0.2\% | 2.4 | 8.5\% | 8.1\% | 0.4\% | 4.9 |
| 0.6\% | 2.2\% | (1.6\%) | (72.7) | 0.6\% | 2.1\% | (1.5\%) | (71.4) |
| 100.0\% | 100.0\% | - | - | 100.0\% | 100.0\% | - | - |
| 1,932.9 | 2,420.4 | (487.5) | (20.1) | 1,932.9 | 2,106.5 | (173.6) | (8.2) |
| 1,771.1 | 2,070.9 | (299.8) | (14.5) | 1,771.1 | 2,010.5 | (239.4) | (11.9) |
| 3,704.0 | 4,491.3 | (787.3) | (17.5) | 3,704.0 | 4,117.0 | (413.0) | (10.0) |

The above table includes fully consolidated contributions of Rural Bank from October 2009, Tasmanian Banking Services from August 2009 and Macquarie margin lending portfolio from January 2009.

Assets under management includes those funds deposited into the Sandhurst Trustees Limited Common Funds, which are invested in cash, cash enhanced and mortgage investments on behalf of the investors. These funds are off-balance sheet.

Other managed funds include funds deposited for investment in managed investment products and superannuation funds managed off-balance sheet by Sandhurst Trustees Limited and Adelaide Managed Funds Limited. Also included are portfolios of loans managed by the Bank and third parties who contribute to first loss coverage.

[^6]
## Funding mix

\$mil


Retail deposits and funds under management \$mil


Retail deposits increased by $\$ 5.2$ billion or $18.1 \%$ to $\$ 33.7$ billion over the 12 months.
Wholesale deposits increased by $\$ 34.6$ million or $1.0 \%$ to $\$ 3.4$ billion over the 12 months.
Securitisation decreased by $\$ 0.9$ billion or $9.3 \%$ to $\$ 9.0$ billion over the 12 months.
The groups retail deposit base remains strong at $90.9 \%$ of deposits (excluding securitisation).

### 2.4.10 Capital and shareholder returns

### 2.4.10.1 Assets and capital



The above table includes fully consolidated contributions of Rural Bank from October 2009, Tasmanian Banking Services from August 2009 and Macquarie margin lending portfolio from January 2009.

### 2.4.10.2 Capital adequacy

## Capital adequacy

\%


Capital adequacy is calculated in accordance with regulations set down by APRA.

* On 7 May 2009 Bendigo and Adelaide Bank Limited increased it's shareholding in Elders Rural Bank from $50 \%$ to $60 \%$. As at 30 June 2009 the joint venture remained subject to a shareholder agreement which resulted in Bendigo and Adelaide Bank Limited being required to continue equity accounting for this investment. APRA required the preparation of consolidated capital returns and these figures were prepared on this basis.


### 2.4.10.3 Shareholder returns

|  | Jun-10 | Jun-09 | Change | Six months ending |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | \% | Jun-10 | Dec-09 | Change | \% |
| Cash basis earnings per ordinary share (weighted average)-cents | 83.3 | 62.9 | 20.4 | 32.4 | 42.1 | 41.2 | 0.9 | 2.2 |
| Earnings per ordinary share (weighted average)-cents | 67.4 | 25.6 | 41.8 | 163.3 | 37.4 | 29.7 | 7.7 | 25.9 |
| Diluted earnings per ordinary share (weighted average)-cents | 62.9 | 25.6 | 37.3 | 145.7 | 34.9 | 27.7 | 7.2 | 26.0 |
| Weighted number of ordinary shares used in basic and cash basis EPS calculations - 000's | 349,243 | 289,779 | 59,464 | 20.5 | 359,194 | 339,454 | 19,740 | 5.8 |
| Weighted number of ordinary shares used in diluted EPS calculations - 000's | 392,025 | 290,209 | 101,816 | 35.1 | 401,976 | 382,605 | 19,371 | 5.1 |
| Cash basis return on average ordinary equity | 8.40\% | 5.81\% | 2.59\% | 44.6 | 8.28\% | 8.17\% | 0.11\% | 1.3 |
| After tax return on average ordinary equity | 6.79\% | 2.37\% | 4.42\% | 186.5 | 7.36\% | 5.90\% | 1.46\% | 24.7 |
| After tax before non recurring items return on average ordinary equity | 7.80\% | 5.22\% | 2.58\% | 49.4 | 7.62\% | 7.66\% | (0.04\%) | (0.5) |
| After tax return on average assets | 0.49\% | 0.17\% | 0.32\% | 188.2 | 0.54\% | 0.42\% | 0.12\% | 28.6 |
| After tax before non recurring items return on average assets | 0.56\% | 0.36\% | 0.20\% | 55.6 | 0.56\% | 0.55\% | 0.01\% | 1.8 |

The above table includes fully consolidated contributions of Rural Bank from October 2009, Tasmanian Banking Services from August 2009 and Macquarie margin lending portfolio from January 2009.

Profitability ratios for half year results have been annualised by multiplying the numerator by two.
Cash earnings used in cash basis earnings per ordinary share is profit after tax adjusted for non recurring items after tax, intangibles amortisation (except intangible software amortisation) and dividends on preference shares.

Earnings used in the earnings per ordinary share is, profit after tax including non recurring items, less dividends on preference shares.

Ordinary equity for use in these ratios is net assets less preference shares, asset revaluation reserve shares, unrealised gains/losses on cash flow hedges reserve, and non-controlling interests.

After tax return on average assets uses profit after tax.

### 2.4.10.4 Dividends



Payout ratio is calculated as dividend per share divided by the applicable earnings per ordinary share.

### 2.4.10.5 Earnings per ordinary share

 cents

## Dividend Reinvestment Plan

The Dividend Reinvestment Plan provides shareholders with the opportunity of converting their entitlement to a dividend into new shares. The issue price of the shares is equal to the volume weighted average share price of Bendigo and Adelaide Bank shares traded on the Australian Stock Exchange over the 10 trading days following the Record Date. Shares issued under this Plan rank equally with all other ordinary shares.

## Bonus Share Scheme

The Bonus Share Scheme provides shareholders with the opportunity to elect to receive a number of bonus shares issued for no consideration instead of receiving a dividend. The issue price of the shares is equal to the volume weighted average share price of Bendigo and Adelaide Bank shares traded on the Australian Stock Exchange over the 10 trading days following the Record Date. Shares issued under this scheme rank equally with all other ordinary shares.

The last date for the receipt of an election notice for participation in either the Dividend Reinvestment Plan or Bonus Share Scheme for the 2010 final dividend is 2 September 2010.

### 2.5 Additional notes

### 2.5.1 Analysis of intangible assets

|  | Balance sheet carrying value |  | Full year amortisation/ impairment expense |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Jun-10 | Jun-09 | Jun-10 | Jun-09 |
|  | \$m | \$m | \$m | \$m |
| Goodwill | 1,446.1 | 1,433.0 | - | - |
| Trustee licence | 8.4 | 8.4 | - | - |
| Software | 25.2 | 29.2 | 8.6 | 7.0 |
| Customer list - Oxford Funding | - | 0.2 | 0.1 | 0.5 |
| Core deposits |  |  |  |  |
| - Adelaide Bank | 58.6 | 72.8 | 14.2 | 16.3 |
| - Rural Bank | 15.8 | - | 1.8 | - |
| Trade name |  |  |  |  |
| - Adelaide Bank | 13.7 | 18.0 | 4.3 | 4.3 |
| - Rural Bank | 2.6 | - | 0.3 | - |
| Customer relationship |  |  |  |  |
| - Adelaide Bank | 20.0 | 23.6 | 3.6 | 3.6 |
| - Rural Bank | 31.7 | - | 3.3 | - |
| - Leveraged Equities | 6.8 | - | 1.0 | - |
| Management rights - Adelaide Bank | 12.7 | 13.7 | 1.0 | 1.0 |
| Total intangible assets and goodwill | 1,641.6 | 1,598.9 | 38.2 | 32.7 |

Information contained in this report should be read in conjunction with the June 2010 annual financial report, when issued.

### 2.5.2 Investments accounted for using the equity method

| Name | Ownership <br> interest held by <br> consolidated entity | Balance date |
| :--- | :---: | :---: | :---: |
|  | $\mathbf{2 0 1 0}$ | $\mathbf{2 0 0 9}$ |

(i) Principal activities of joint venture companies
(1) Rural Bank Ltd - financial services (consolidated, effective October 2009)
(2) Tasmanian Banking Services Ltd - financial services (wholly-owned subsidiary, effective August 2009) Community Sector Enterprises Pty Ltd - financial services Homesafe Solutions Pty Ltd - trust manager Silver Body Corporate Financial Services Pty Ltd - financial services Community Telco Australia Pty Ltd - telecommunication services
Strategic Payments Services Pty Ltd - payment processing services

All joint venture companies are incorporated in Australia, and have a balance date of 30 June except Strategic Payments Services Pty Ltd which has a balance date of 31 December.

| (ii) Share of joint ventures' revenue and profits | 2010 | 2009 |
| :---: | :---: | :---: |
|  | \$ m | \$ m |
| Share of joint ventures': |  |  |
| - revenue | 29.2 | 99.6 |
| - expense | 16.5 | 68.7 |
| - profit before income tax | 12.7 | 30.9 |
| - income tax expense | 3.8 | 10.3 |
| - profit after income tax | 8.9 | 20.6 |
|  | 2010 | 2009 |
|  | \$m | \$m |
| Share of joint ventures' operating profits after income tax: |  |  |
| - Rural Bank Ltd ${ }^{(1)}$ | 8.1 | 22.8 |
| - Tasmanian Banking Services Ltd ${ }^{(2)}$ | 0.1 | 0.9 |
| - Community Sector Enterprises Pty Ltd | 0.3 | (0.3) |
| - Homesafe Solutions Pty Ltd | (0.1) | (0.5) |
| - Silver Body Corporate Financial Services Pty Ltd <br> - Community Telco Australia Pty Ltd | $\begin{gathered} 0.2 \\ (0.5) \end{gathered}$ | $\begin{gathered} 0.2 \\ (1.2) \end{gathered}$ |
| - Strategic Payments Services Pty Ltd | 0.8 | (1.3) |
|  | 8.9 | 20.6 |

(1) Rural Bank Ltd - equity accounted to 30 September 2009.
(2) Tasmanian Banking Services Ltd - equity accounted to 31 July 2009.

### 2.5.3 Average balance sheets and related interest

## For the year ended 30 June 2010

|  |  | Average <br> Balance | Interest <br> 12 mths | Average <br> Rate |
| :---: | :---: | :---: | :---: | :---: |
|  | Footnote | sm | sm | \% |
| Average balances and rates | 1 |  |  |  |
| Interest earning assets |  |  |  |  |
| Cash and investments |  | 5,859.5 | 219.4 | 3.74 |
| Loans and other receivables - company |  | 35,172.0 | 2,193.6 | 6.24 |
| Loans and other receivables - alliances |  | 6,401.5 | 373.1 | 5.83 |
| Total interest earning assets | 2 | 47,433.0 | 2,786.1 | 5.87 |
| Non interest earning assets |  |  |  |  |
| Provisions for doubtful debts |  | (118.9) |  |  |
| Other assets |  | 2,870.5 |  |  |
|  |  | 2,751.6 |  |  |
| Total assets (average balance) |  | 50,184.6 |  |  |
| Interest bearing liabilities |  |  |  |  |
| Deposits |  |  |  |  |
| Retail - company |  | 22,203.6 | 873.6 | 3.93 |
| Retail - alliances |  | 9,319.9 | 413.5 | 4.44 |
| Wholesale - domestic |  | 3,020.0 | 199.3 | 6.60 |
| Wholesale - offshore |  | 609.5 | 25.0 | 4.10 |
| Notes payable |  | 9,388.5 | 383.7 | 4.09 |
| Reset preference shares |  | 89.5 | 5.4 | 6.03 |
| Subordinated debt |  | 584.5 | 31.0 | 5.30 |
| Total interest bearing liabilities | 2 | 45,215.5 | 1,931.5 | 4.27 |
| Non interest bearing liabilities and equity |  |  |  |  |
| Other liabilities |  | 1,329.7 |  |  |
| Equity |  | 3,639.4 |  |  |
|  |  | 4,969.1 |  |  |
| Total liabilities and equity |  | 50,184.6 |  |  |
| Interest margin and interest spread |  |  |  |  |
| Interest earning assets |  | 47,433.0 | 2,786.1 | 5.87 |
| Interest bearing liabilities |  | $(45,215.5)$ | $(1,931.5)$ | (4.27) |
| Net interest income and interest spread | 3 |  | 854.6 | 1.60 |
| Net free liabilities |  |  |  | 0.20 |
| Net interest margin | 4 |  |  | 1.80 |
| Impact of community bank/alliances profit share arrangements |  |  |  |  |
| Net interest margin before community bank/alliances share of net interest income |  |  |  | 2.09 |
| Less impact of community bank/alliances share of net interest income |  |  |  | 0.29 |
| Net interest margin |  |  |  | 1.80 |

1 Average balance is based on monthly closing balances from 30 June 2009 through 30 June 2010 inclusive.
2 Interest payments to alliance partners are net values in the Income Statement. Interest income and expense values have been increased by $\$ 73.9 \mathrm{~m}$ to reflect the gross amounts.
3 Interest spread is the difference between the average interest rate earned on assets and the average interest rate paid on funds.
4 Interest margin is the net interest income as a percentage of average interest earning assets.

[^7]
### 2.5.4 Net tangible assets per ordinary share

|  | 2010 | 2009 |
| :---: | :---: | :---: |
| Net tangible assets per ordinary share | \$5.27 | \$4.31 |
| Reconciliation of net tangible assets used in calculation of net tangible assets per ordinary share |  |  |
|  | \$ m | \$ m |
| Net assets | 3,880.4 | 3,118.7 |
| Intangibles | $(1,641.6)$ | $(1,598.9)$ |
| Preference shares - face value | (90.0) | (90.0) |
| Step up preference shares - face value | (100.0) | (100.0) |
| Non-controlling interest | (145.7) | - |
| Net tangible assets | 1,903.1 | 1,329.8 |
| Number of ordinary shares on issue at reporting date | 361,366,745 | ,243,636 |

### 2.5.5 Credit ratings

Short Term

Moody's

Fitch Ratings

Standard \& Poor's

Long Term

A2

BBB +

BBB+

Outlook

Stable

Positive

Stable

On 1 December 2009, Moody's Investors Service assigned a bank financial strength rating of $C$ to Bendigo and Adelaide Bank Limited. Moody's also affirmed a long term rating at A2, short term rating at P-1, with a stable outlook. Moody's commented 'the rating reflects the combined bank's diversified business profile and stable retail franchise, which includes a significant retail deposit base'.

On 11 March 2010, Fitch Ratings, the international ratings agency affirmed Bendigo and Adelaide Bank Limited's long term rating at BBB+, short term rating at F2, its support rating of '3', and the bank's Support Rating floor of 'BB'. The outlook has been revised to Positive from Stable. Fitch commented 'Bendigo and Adelaide Bank's ratings reflect the low risk nature of the banks credit exposures, generally conservative risk management practices, adequate capitalisation, and a solid domestic retail banking franchise, which has underpinned a stable deposit funding base throughout the global financial crisis'.

On 19 July 2010, Standard \& Poor's Ratings Services re-affirmed the long term rating at BBB+, short term rating at A-2, with the outlook remaining at stable. Standard and Poor's commented that 'the counterparty credit ratings on Bendigo and Adelaide Bank Ltd reflect the bank's low credit-risk exposure, supportive capitalisation, and a strong franchise supported by the banks Community Bank® model'.

### 2.5.6 Issued capital

| Ordinary Shares | Number of Shares | \$m |
| :---: | :---: | :---: |
| Fully paid ordinary shares at 30 June 2009 | 308,243,636 | 3,003.9 |
| Shares issued: |  |  |
| August 2009 - Acquisition of remaining 50\% ownership of Tasmanian Banking Services Ltd at \$6.39 | 781,910 | 5.0 |
| August 2009 - Institutional placement and entitlement offer at \$6.75 | 26,618,172 | 179.7 |
| September 2009 - Retail entitlement offer at \$6.75 | 17,854,868 | 120.5 |
| September 2009 - Dividend Reinvestment Plan at \$7.95 | 1,607,958 | 12.8 |
| September 2009 - Bonus Share Scheme (in lieu of dividend payment) at \$7.95 | 304,421 | - |
| December 2009 - Executive performance share plan at \$6.56 | 1,540,360 | 10.1 |
| March 2010 - Employee Share Grant Scheme at \$10.03 | 340,039 | 3.4 |
| March 2010 - Dividend Reinvestment Plan at \$9.59 | 3,818,849 | 36.6 |
| March 2010 - Bonus Share Scheme (in lieu of dividend payment) at \$9.59 | 256,532 | - |
| Share issue costs | - | (10.3) |
| Fully paid ordinary shares at 30 June 2010 | 361,366,745 | 3,361.7 |
| Preference Shares |  |  |
| Preference shares of \$100 face value (fully paid) at 30 June 2009 | 900,000 | 88.5 |
| Preference shares of \$100 face value (fully paid) at 30 June 2010 | 900,000 | 88.5 |
| Step Up Preference Shares |  |  |
| Preference shares of \$100 face value (fully paid) at 30 June 2009 | 1,000,000 | 100.0 |
| Preference shares of \$100 face value (fully paid) at 30 June 2010 | 1,000,000 | 100.0 |


[^0]:    ${ }^{(1)}$ Ineffectiveness predominantly resulting from the accounting for cash flow hedges acquired in the merger with Adelaide Bank Limited and consolidation of Rural Bank Limited

[^1]:    Bendigoand
    AdelaideBank

[^2]:    Bendigoand

[^3]:    Bendigoand
    AdelaideBank

[^4]:    Bendigoand
    AdelaideBank

[^5]:    Bendigoand

[^6]:    Bendigoand
    AdelaideBank

[^7]:    Bendigoand
    AdelaideBank

