# Appendix 4E 

## Full Year Results

For the year ended 30 June 2015
Released 10 August 2015
ABN 11068049178


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## Appendix 4E: Full year results

### 1.1 Company details and reporting period

Bendigo and Adelaide Bank Limited
ABN 11068049178

Reporting period - twelve months ended:
30 June 2015
Previous corresponding period - twelve months ended:
30 June 2014

### 1.2 Results for announcement to the market

| Income from operations |  | up 7.4\% to \$1,548.4 m |
| :---: | :---: | :---: |
| Profit after tax from ordinary activities attributable to Owners of the Company |  | up 13.9\% to \$423.9 m |
| Net profit after tax from ordinary activities attributable to Owners of the Company |  | up 13.9\% to \$423.9 m |
| Dividends - current year 2015 | Date Payable | Amount per security |
| Final dividend - fully franked | 30 September 2015 | 33.0 cents |
| Record date for determining entitlements |  | 20 August 2015 |
|  | Date Paid | Amount per security |
| Interim dividend - fully franked | 31 March 2015 | 33.0 cents |


| Dividends - previous year 2014 | Date Paid | Amount per security |
| :--- | ---: | ---: |
| Final dividend - fully franked | 30 September 2014 | 33.0 cents |
| Interim dividend - fully franked | 31 March 2014 | 31.0 cents |

1.3 Cash earnings results

Cash earnings attributable to Owners of the Company
up $13.1 \%$ to $\$ 432.4$ m

Cash earnings per share
up $3.9 \%$ to 95.1 cents

See note 2.3.1 and 2.3.12.3 for full details

This Appendix 4E: Full year results should be read in conjunction with the media release and results presentation released to the ASX on 10 August 2015.

| 1.4 | Net tangible assets per ordinary share |
| :---: | :---: |
|  | Refer to section 2.4.2 of the attached 30 June 2015 full year profit announcement. |
| 1.5 | Details of entities over which control has been gained or lost during the period |
|  | During the financial period there have been no changes to the entities in the Group. |
| 1.6 | Details of individual and total dividends |
|  | Refer to section 2.3.12.4 of the attached 30 June 2015 full year profit announcement. |
| 1.7 | Details of any dividend or distribution reinvestment plans in operation |
|  | Refer to section 2.3.12.4 of the attached 30 June 2015 full year profit announcement. |
| 1.8 | Details of associates and joint arrangement entities |
|  | Refer to section 2.4.3 of the attached 30 June 2015 full year profit announcement. |
| 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 have been subject to an independent review by our external auditors. There is no dispute or qualification to the financial accounts. |
| 1.11 | Annual general meeting |
|  | The annual general meeting will be held as follows: |
|  | Place: Ulumbarra Theatre, Gaol Rd, Bendigo, Victoria |
|  | Date: 10 November 2015 |
|  | Time: 11 a.m. (Eastern Daylight Saving Time) |
| 1.12 | Subsequent events |
|  | No other matters or circumstances have arisen since the end of the financial year to the date of this report which significantly affected or may significantly affect the operations of the Group, the results of those operations, or the state of affairs of the Group in subsequent financial periods. |

## 2 Full year results

### 2.1 Financial highlights

|  | Jun-15 <br> Half | Dec-14 | Total | Jun-14 <br> Half | Dec-13 |  | Jun-1 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Half |  |  | Half | Total | Jun- |  |
|  | \$m | \$m |  | \$m | \$m |  | \$m | \% |
| Financial performance metrics |  |  |  |  |  |  |  |  |
| Profit after tax attributable to Owners of the Company | 196.6 | 227.3 | 423.9 | 191.6 | 180.7 | 372.3 | 51.6 | 13.9 |
| Profit after tax and before specific items | 208.6 | 212.0 | 420.6 | 191.5 | 181.3 | 372.8 | 47.8 | 12.8 |
| Cash earnings | 214.5 | 217.9 | 432.4 | 196.4 | 185.9 | 382.3 | 50.1 | 13.1 |
| Net interest income (before specific items) | 580.0 | 604.1 | 1,184.1 | 566.7 | 551.5 | 1,118.2 | 65.9 | 5.9 |
| Non-interest income (before specific items) | 187.4 | 178.5 | 365.9 | 163.3 | 159.8 | 323.1 | 42.8 | 13.2 |
| Bad and doubtful debts | 38.2 | 30.1 | 68.3 | 39.2 | 42.7 | 81.9 | (13.6) | (16.6) |
| Expenses (before specific items) | 431.5 | 446.5 | 878.0 | 417.6 | 406.1 | 823.7 | 54.3 | 6.6 |


|  | \% | \% |  | \% | \% |  | \% change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Financial performance ratios |  |  |  |  |  |  |  |
| Cost to income ratio | 54.9\% | 55.6\% | 55.2\% | 55.7\% | 55.6\% | 55.6\% | (0.7) |
| Net interest margin before profit share arrangements | 2.17\% | 2.24\% | 2.20\% | 2.24\% | 2.23\% | 2.24\% | (1.8) |
| Net interest margin after profit share arrangements | 1.86\% | 1.93\% | 1.89\% | 1.93\% | 1.91\% | 1.92\% | (1.6) |

Statutory profit and cash earnings (\$m)


Net interest margin before profit share arrangements (\%)


2 Full year results (continued)

### 2.1 Financial highlights (continued)



|  | \% | \% |  | \% | \% |  | \% change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Financial position ratios |  |  |  |  |  |  |  |
| Return on average ordinary equity (after tax) | 8.19\% | 9.48\% | 8.84\% | 8.73\% | 8.44\% | 8.59\% | 2.9 |
| Return on average ordinary equity (cash basis) | 9.00\% | 9.18\% | 9.09\% | 9.08\% | 8.83\% | 8.96\% | 1.5 |
| Return on average tangible equity (cash basis) | 13.14\% | 13.42\% | 13.28\% | 13.38\% | 13.30\% | 13.34\% | (0.5) |
|  | cents | cents |  | cents | cents |  | \% change |
| Key shareholder ratios |  |  |  |  |  |  |  |
| Earnings per ordinary share (statutory basis) | 42.9 | 49.7 | 92.5 | 44.7 | 43.0 | 87.7 | 5.5 |
| Earnings per ordinary share (cash basis) | 47.1 | 48.1 | 95.1 | 46.5 | 45.0 | 91.5 | 3.9 |
| Dividend per share - fully franked | 33.0 | 33.0 | 66.0 | 33.0 | 31.0 | 64.0 | 3.1 |

## Statutory EPS and cash EPS (cents)



ROE and ROTE (\%)


### 2.2 Financial statements

### 2.2.1 Income statement

For the year ended 30 June 2015

|  | Note | Jun-15 | Jun-14 |
| :---: | :---: | :---: | :---: |
|  |  | \$m | \$m |
| Income |  |  |  |
| Interest income |  | 2,945.2 | 2,928.2 |
| Interest expense |  | 1,761.1 | 1,810.0 |
| Net interest income |  | 1,184.1 | 1,118.2 |
| Total non interest income | 2.3.4 | 361.5 | 322.9 |
| Share of net profit accounted for using the equity method | 2.4.3 | 4.4 | 0.2 |
| Total income |  | 1,550.0 | 1,441.3 |
| Expense |  |  |  |
| Bad and doubtful debts | 2.3 .9 | (68.3) | (81.9) |
| Operating expenses | 2.3 .5 | (878.0) | (823.7) |
| Profit before income tax expense and specific items |  | 603.7 | 535.7 |
| Specific interest expense item | 2.3.2 | (6.5) | - |
| Specific income items before tax | 2.3.2 | 4.9 | 0.1 |
| Specific expense items before tax | 2.3.2 | (12.6) | 0.7 |
| Total specific items before tax |  | (14.2) | 0.8 |
| Profit before income tax expense |  | 589.5 | 536.5 |
| Income tax expense |  | (165.6) | (164.2) |
| Profit after income tax expense attributable to Owners of the Company |  | 423.9 | 372.3 |
| Adjusted for: |  |  |  |
| Specific items after tax | 2.3.2 | (3.3) | 0.5 |
| Distributions accrued and/or paid on preference shares |  | (2.6) | (2.6) |
| Distributions accrued and/or paid on step-up preference shares |  | (0.9) | (3.1) |
| Amortisation of acquired intangibles after tax |  | 15.3 | 15.2 |
| Cash earnings |  | 432.4 | 382.3 |


| Earnings per ordinary share (cents per share) | cents |  |
| :--- | ---: | :---: |
| Basic | 92.5 | 87.7 |
| Cash | 95.1 | 91.5 |
| Diluted | 87.3 | 83.6 |
| Franked dividends per share | 66.0 | 64.0 |

### 2.2.2 Statement of comprehensive income

 For the year ended 30 June 2015|  | Jun-15 | Jun-14 |
| :---: | :---: | :---: |
|  | \$m | \$m |
| Profit for the period ended 30 June | 423.9 | 372.3 |
| Items which may be reclassified subsequently to profit \& loss: |  |  |
| Net gain/(loss) on available for sale - equity investments | (1.6) | 1.4 |
| Net gain/(loss) on cash flow hedges taken to equity | (17.3) | (5.9) |
| Net gain/(loss) on reclassification from cash flow hedge reserve to income | (0.6) | 0.1 |
| Net unrealised gain/(loss) on debt securities in available for sale portfolio | (0.7) | - |
| Tax effect on items taken directly to or transferred from equity | 6.1 | 1.3 |
| Total items that may be reclassified to profit \& loss | (14.1) | (3.1) |
| Items which will not be reclassifed subsequently to profit \& loss: |  |  |
| Actuarial gain/(loss) on superannuation defined benefits plan | (1.6) | 1.6 |
| Revaluation of land and buildings | - | 0.9 |
| Tax effect on items taken directly to or transferred from equity | 0.5 | (0.8) |
| Total items that will not be reclassified to profit \& loss | (1.1) | 1.7 |
| Total comprehensive income for the period | 408.7 | 370.9 |
| Total comprehensive income for the period attributable to: |  |  |
| Owners of the Company | 408.7 | 370.9 |

### 2.2.3 Balance sheet

## As at 30 June 2015

|  | As at |
| :--- | ---: | ---: |
|  | Jun-15 |

### 2.2.4 Statement of changes in equity

For the year ended 30 June 2015

|  | Attributable to owners of Bendigo and Adelaide Bank Limited |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Issued ordinary capital \$m | Other issued capital \$m | Retained earnings \$m | Reserves \$m | Total equity \$m |
| Opening balance at 1 July 2014 | 4,183.3 | 172.3 | 509.8 | 101.1 | 4,966.5 |
| Comprehensive income: |  |  |  |  |  |
| Profit for the period | - | - | 423.9 | - | 423.9 |
| Other comprehensive income | - | - | (1.1) | (14.1) | (15.2) |
| Total comprehensive income for the period | - | - | 422.8 | (14.1) | 408.7 |
| Transactions with owners in their capacity as owners: |  |  |  |  |  |
| Shares issued | 52.4 | (190.0) | - | - | (137.6) |
| Share issue expenses | (0.3) | 1.5 | (1.5) | - | (0.3) |
| Reduction in employee share ownership plan (ESOP) shares | - | 4.4 | - | - | 4.4 |
| Movement in general reserve for credit losses (GRCL) | - | - | (8.6) | 8.6 | - |
| Movement in operational risk reserve | - | - | (1.8) | 1.8 | - |
| Share based payment | - | - | - | (2.4) | (2.4) |
| Equity dividends | - | - | (297.6) | - | (297.6) |
| At 30 June 2015 | 4,235.4 | (11.8) | 623.1 | 95.0 | 4,941.7 |

For the year ended 30 June 2014

|  | Attributable to owners of Bendigo and Adelaide Bank Limited |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Issued ordinary capital | Other <br> issued <br> capital | Retained earnings \$m | Reserves | Total equity |
| Opening balance at 1 July 2013 | 3,758.0 | 169.8 | 398.1 | 108.1 | 4,434.0 |
| Comprehensive income: |  |  |  |  |  |
| Profit for the period | - | - | 372.3 | - | 372.3 |
| Other comprehensive income | - | - | 1.1 | (2.5) | (1.4) |
| Total comprehensive income for the period | - | - | 373.4 | (2.5) | 370.9 |

Transactions with owners in their
capacity as owners:

| Shares issued | 427.8 | - | - | - | 427.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Share issue expenses | (2.5) | - | - | - | (2.5) |
| Prior years' restatement | - | - | (7.7) | - | (7.7) |
| Reduction in employee share ownership plan (ESOP) shares | - | 2.5 | - | - | 2.5 |
| Share based payment | - | - | - | (1.7) | (1.7) |
| Transfer from asset revaluation reserve | - | - | 2.8 | (2.8) | - |
| Equity dividends | - | - | (256.8) | - | (256.8) |
| At 30 June 2014 | 4,183.3 | 172.3 | 509.8 | 101.1 | 4,966.5 |

### 2.2.5 Cash flow statement

## For the year ended 30 June 2015

|  | Jun-15 | Jun-14 |
| :---: | :---: | :---: |
|  | \$m | \$m |
| Cash flows from operating activities |  |  |
| Interest and other items of a similar nature received | 2,868.4 | 2,856.1 |
| Interest and other costs of finance paid | (1,713.3) | (1,793.8) |
| Receipts from customers (excluding effective interest) | 292.2 | 269.7 |
| Payments to suppliers and employees | (756.8) | (751.6) |
| Dividends received | 1.2 | 0.8 |
| Income taxes paid | (144.3) | (185.8) |
| Net cash flows from operating activities | 547.4 | 395.4 |
|  |  |  |
| Cash flows from investing activities |  |  |
| Cash paid for purchases of property, plant and equipment | (26.3) | (53.3) |
| Cash proceeds from sale of property, plant and equipment | 1.9 | 1.9 |
| Cash paid for purchases of investment property | (41.4) | (28.2) |
| Cash proceeds from sale of investment property | 27.8 | 22.8 |
| Cash paid for purchases of equity investments | (2.9) | (5.8) |
| Cash proceeds from sale of equity investments | 16.5 | - |
| Net increase in balance of loans and other receivables outstanding | (433.4) | $(2,503.1)$ |
| Net (increase)/decrease in balance of investment securities | 1,737.9 | (1,773.9) |
| Net cash received/(paid) on acquisition of a business combination | $(1,678.5)$ | (4.4) |
| Net cash flows used in investing activities | (398.4) | $(4,344.0)$ |
|  |  |  |
| Cash flows from financing activities |  |  |
| Proceeds from issue of ordinary shares | - | 379.6 |
| Proceeds from issue of convertible preference shares | 486.2 | - |
| Repayment of preference shares | (102.1) | - |
| Net increase in balance of retail deposits | 756.2 | 2,597.2 |
| Net (decrease)/increase in balance of wholesale deposits | (233.8) | 2,323.2 |
| (Payments to)/proceeds from subordinated debt holders | (62.9) | 301.2 |
| Dividends paid | (247.0) | (211.5) |
| Net decrease in balance of notes payable | (330.4) | (1,144.2) |
| Repayment received for ESOP shares | 4.4 | 2.5 |
| Payment of share issue costs | (20.1) | (2.5) |
| Net cash flows from financing activities | 250.5 | 4,245.5 |
| Net increase in cash and cash equivalents | 399.5 | 296.9 |
| Cash and cash equivalents at the beginning of the period | 595.1 | 298.2 |
| Cash and cash equivalents at the end of period | 994.6 | 595.1 |

### 2.3 Results commentary

| 2.3.1 Profit | Full year ending |  |  |  | Six months ending |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\frac{\text { Jun-15 }}{\$ \mathrm{~m}}$ | $\frac{\text { Jun-14 }}{\$ m}$ | Change |  | $\frac{\text { Jun-15 }}{\$ \mathrm{~m}}$ | $\frac{\text { Dec-14 }}{\$ \mathrm{~m}}$ | Change |  |
|  |  |  | \$m | \% |  |  | \$m | \% |
| Profit before tax | 589.5 | 536.5 | 53.0 | 9.9 | 284.8 | 304.7 | (19.9) | (6.5) |
| Specific items before tax | 14.2 | (0.8) | 15.0 | $(1,875.0)$ | 12.9 | 1.3 | 11.6 | 892.3 |
| Profit before tax and specific items | 603.7 | 535.7 | 68.0 | 12.7 | 297.7 | 306.0 | (8.3) | (2.7) |
| Profit after tax attributable to Owners of the Company Specific items after tax | $\begin{array}{r} 423.9 \\ (3.3) \end{array}$ | $\begin{array}{r} 372.3 \\ 0.5 \end{array}$ | $\begin{gathered} 51.6 \\ (3.8) \end{gathered}$ | $\begin{gathered} 13.9 \\ (760.0) \end{gathered}$ | $\begin{array}{r} 196.6 \\ 12.0 \end{array}$ | $\begin{gathered} 227.3 \\ (15.3) \end{gathered}$ | $\begin{gathered} (30.7) \\ 27.3 \end{gathered}$ | $\begin{array}{r} (13.5) \\ (178.4) \end{array}$ |
| Profit after tax before specific items | 420.6 | 372.8 | 47.8 | 12.8 | 208.6 | 212.0 | (3.4) | (1.6) |
| Adjusted for: |  |  |  |  |  |  |  |  |
| Amortisation of acquired intangibles after tax | 15.3 | 15.2 | 0.1 | 0.7 | 7.2 | 8.1 | (0.9) | (11.1) |
| Distributions accrued and/or paid on preference shares | (2.6) | (2.6) | - | - | (1.3) | (1.3) | - | - |
| Distributions accrued and/or paid on step-up preference shares | (0.9) | (3.1) | 2.2 | (71.0) |  | (0.9) | 0.9 | (100.0) |
| Cash earnings after tax | 432.4 | 382.3 | 50.1 | 13.1 | 214.5 | 217.9 | (3.4) | (1.6) |

### 2.3.2 Specific items

The reported profit after tax for the year ended 30 June $2015 \$ 423.9$ million included the following specific items:

|  | Jun-15 |  | Jun-14 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Before Tax | After Tax | Before Tax | After Tax |
|  | \$m | \$m | \$m | \$m |
| Items included in interest income |  |  |  |  |
| Fair value adjustments - interest expense | (6.5) | (4.6) | - | - |
| Total specific net interest income items | (6.5) | (4.6) | - | - |
| Items included in non interest income |  |  |  |  |
| Hedge ineffectiveness | 0.1 | - | 0.1 | 0.1 |
| Profit on sale of investment in joint venture | 4.8 | 3.4 | - | - |
| Total specific non interest income items | 4.9 | 3.4 | 0.1 | 0.1 |
| Items included in operating expenses |  |  |  |  |
| Integration costs | (8.4) | (6.0) | - | - |
| Impairment of investment in associates | (1.5) | (1.5) | - | - |
| Litigation costs | (2.7) | (1.9) | - | - |
| Employee shares gain | - | - | 0.7 | 0.5 |
| Total specific operating expense items | (12.6) | (9.4) | 0.7 | 0.5 |
| Items included in income tax expense |  |  |  |  |
| Income tax benefit relating to mergers and acquisitions | - | 16.7 | - | (1.1) |
| Tax impacts relating to prior year impairment losses | - | (2.8) |  |  |
| Total specific income tax benefit | - | 13.9 | - | (1.1) |
| Total specific items attributable to the Group | (14.2) | 3.3 | 0.8 | (0.5) |

## Specific interest income items

Fair value adjustments - the accounting for the business activities of Rural Finance resulted in the recognition of fair value adjustments on the loans and deposits acquired. These fair value adjustments are amortised over the life of the underlying transactions.

## Specific income items

Hedge ineffectiveness - ineffectiveness resulting from hedge accounting.

Profit on sale of investment in joint venture - on the 30 November 2014 the Group sold its investment in Strategic Payment Services Pty Ltd resulting in a profit above the original carrying value.

## Specific expense items

Integration costs - costs associated with the integration of the business activities of Rural Finance and Alliance Partners.

Impairment of investment in associates - an impairment has been recorded on the investment the Group has in Vic West Community Enterprise Pty Ltd.

Litigation costs - costs incurred in relation to the Great Southern legal case, not recovered from insurance claims.

Employee shares gain - relates to a discontinued employee share plan, whereby the market value of shares are above the outstanding value of the attached staff Ioans.

## Specific income tax items

Income tax benefit relating to mergers and acquisitions - tax benefit resulting from tax consolidation matters as a result of previous mergers and acquisitions.

### 2.3.3 Interest margin



Asset pricing - Pricing pressure on all mortgage and business lending portfolios has continued with particular impact from fixed rate lending along with cash rate reductions in the second half of the year.

Asset mix - The Rural Finance acquisition has had a positive impact due to its higher margin rural lending portfolio.

Liability pricing - Term deposit yields have continued to decrease.

Liability mix - Retail deposits has seen a shift from term to at-call deposits. However, margin improvements have been partially offset by higher treasury borrowings held for the financial year.

From January 2015, $\$ 3$ million has been expensed for the use of the Committed Liquidity Facility.

| 2.3.4 Income | Full year ending |  |  |  | Six months ending |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\frac{\text { Jun-15 }}{\$ \mathrm{~m}}$ | $\frac{\text { Jun-14 }}{\$ m}$ | Change |  | $\frac{\text { Jun-15 }}{\$ \mathrm{~m}}$ | $\begin{array}{r} \text { Dec-14 } \\ \$ \mathrm{~m} \end{array}$ | Change |  |
|  |  |  | \$m | \% |  |  | \$m | \% |
| Net interest income | 1,184.1 | 1,118.2 | 65.9 | 5.9 | 580.0 | 604.1 | (24.1) | (4.0) |
| Specific items - interest income | (6.5) | - | (6.5) | - | (3.0) | (3.5) | 0.5 | (14.3) |
| Total net interest income | 1,177.6 | 1,118.2 | 59.4 | 5.3 | 577.0 | 600.6 | (23.6) | (3.9) |
| Other income |  |  |  |  |  |  |  |  |
| Fees |  |  |  |  |  |  |  |  |
| Asset products | 67.8 | 62.4 | 5.4 | 8.7 | 35.5 | 32.3 | 3.2 | 9.9 |
| Liability and other products | 92.4 | 92.8 | (0.4) | (0.4) | 45.4 | 47.0 | (1.6) | (3.4) |
| Trustee, management and other services | 5.4 | 5.0 | 0.4 | 8.0 | 2.7 | 2.7 | - | - |
| Commissions |  |  |  |  |  |  |  |  |
| Wealth solutions | 44.6 | 41.8 | 2.8 | 6.6 | 23.0 | 21.6 | 1.4 | 6.5 |
| Insurance | 18.6 | 16.6 | 2.0 | 12.0 | 10.6 | 8.0 | 2.6 | 32.5 |
| Foreign exchange income | 19.4 | 18.3 | 1.1 | 6.0 | 9.9 | 9.5 | 0.4 | 4.2 |
| Homesafe trust | 63.4 | 50.3 | 13.1 | 26.0 | 32.8 | 30.6 | 2.2 | 7.2 |
| Other | 49.9 | 35.7 | 14.2 | 39.8 | 27.5 | 22.4 | 5.1 | 22.8 |
| Total other income before specific items | 361.5 | 322.9 | 38.6 | 11.9 | 187.4 | 174.1 | 13.3 | 7.6 |
| Share of net profit accounted for using the equity method | 4.4 | 0.2 | 4.2 | 2,100.0 | - | 4.4 | (4.4) | (100.0) |
| Total other income before specific items | 365.9 | 323.1 | 42.8 | 13.2 | 187.4 | 178.5 | 8.9 | 5.0 |
| Specific items - non interest income | 4.9 | 0.1 | 4.8 | 4,800.0 | (2.6) | 7.5 | (10.1) | (134.7) |
| Total income | 1,548.4 | 1,441.4 | 107.0 | 7.4 | 761.8 | 786.6 | (24.8) | (3.2) |

Comments on total income when compared to the previous corresponding period:
Rural Finance included from 1st July 2014.
Net interest income increased by $\$ 59.4$ million, or $5.3 \%$. Refer to 2.3 .3 for further analysis. Rural Finance contributed $\$ 47.0$ million to net interest income. Since January 2015, $\$ 3$ million has been expensed for the committed liquidity facility.

Fees increased by $\$ 5.4$ million, or $3.4 \%$, Rural Finance contributed $\$ 2.8$ million to fee income.
Commissions increased by $\$ 4.8$ million, or $8.2 \%$, due to increased volume of third party products sold, including insurance and commissions received as a responsible entity.

Homesafe trust income was $\$ 13.1$ million higher primarily due to strong increases in residential property markets of Melbourne and Sydney and the continued growth and maturation of this portfolio.

Other income includes factoring income, franchise fees and telecommunications income. Trading revaluation investment income increased $\$ 6.5$ million. Other equity investments sold realised a profit of $\$ 2.7$ million.

Specific items - non interest income increased by $\$ 4.8$ million. Refer to 2.3 .2 for further detail.

## Non-interest income

\$m


### 2.3.5 Operating expenses

|  | Full year ending |  |  |  | Six months ending |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun-15 | Jun-14 | Change |  | Jun-15 | Dec-14 | Change |  |
|  | \$m | \$m | \$m | \% | \$m | \$m | \$m | \% |
| Staff and related costs | 464.2 | 435.1 | 29.1 | 6.7 | 227.4 | 236.8 | (9.4) | (4.0) |
| Occupancy costs | 96.5 | 86.8 | 9.7 | 11.2 | 47.3 | 49.2 | (1.9) | (3.9) |
| Information technology costs | 73.4 | 70.0 | 3.4 | 4.9 | 35.4 | 38.0 | (2.6) | (6.8) |
| Amortisation of acquired intangibles | 21.9 | 21.7 | 0.2 | 0.9 | 10.4 | 11.5 | (1.1) | (9.6) |
| Amortisation of software intangibles | 14.2 | 15.1 | (0.9) | (6.0) | 7.3 | 6.9 | 0.4 | 5.8 |
| Property, plant and equipment costs | 11.1 | 9.7 | 1.4 | 14.4 | 5.7 | 5.4 | 0.3 | 5.6 |
| Fees and commissions | 35.9 | 33.9 | 2.0 | 5.9 | 18.4 | 17.5 | 0.9 | 5.1 |
| Communications, postage and stationery | 34.4 | 32.6 | 1.8 | 5.5 | 16.8 | 17.6 | (0.8) | (4.5) |
| Advertising and promotion | 33.1 | 32.6 | 0.5 | 1.5 | 16.0 | 17.1 | (1.1) | (6.4) |
| Other product and services delivery costs | 32.9 | 32.5 | 0.4 | 1.2 | 16.8 | 16.1 | 0.7 | 4.3 |
| Other administration expenses | 60.4 | 53.7 | 6.7 | 12.5 | 30.0 | 30.4 | (0.4) | (1.3) |
| Total operating expenses | 878.0 | 823.7 | 54.3 | 6.6 | 431.5 | 446.5 | (15.0) | (3.4) |
| Specific items | 12.6 | (0.7) | 13.3 | (1,900.0) | 7.3 | 5.3 | 2.0 | 37.7 |
| Total expenses | 890.6 | 823.0 | 67.6 | 8.2 | 438.8 | 451.8 | (13.0) | (2.9) |
|  |  | Change |  |  |  | Change |  |  |
|  | Jun-15 | Jun-14 |  | \% | Jun-15 | Dec-14 |  | \% |
| Expenses to income ${ }^{1}$ | 55.2\% | 55.6\% | (0.4) | (0.7) | 54.9\% | 55.6\% | (0.7) | (1.3) |
| Expenses to average assets | 1.31\% | 1.31\% | - | - | 1.29\% | 1.32\% | (0.03) | (2.3) |
| Number of staff (full-time equivalent) | 4,628 | 4,387 | 241 | 5.5 | 4,628 | 4,585 | 43 | 0.9 |
| Staff and related costs to income ${ }^{2}$ | 29.8\% | 30.1\% | (0.3) | (1.0) | 29.5\% | 30.1\% | (0.6) | (2.0) |

${ }^{1}$ Expenses used in the above ratios are expenses less specific expense items and acquired intangibles amortisation. Income used in the above ratios is income less specific income items.
${ }^{2}$ Excludes redundancy costs.
Comments on individual expense categories when compared to the previous corresponding period are:
Rural Finance included from 1st July 2014.
Staff and related costs increased by $\$ 29.1$ million, or $6.7 \%$, due to wage and salary increases and increased FTE due to the Rural Finance acquisition (\$11.0 million).

Occupancy costs increased by $\$ 9.7$ million, or $11.2 \%$, due to the inclusion of rent for the new Adelaide building
as well as the regular increase in rent payments following annual reviews.
Information technology costs increased by $\$ 3.4$ million, or $4.9 \%$, predominantly due to an increase in software maintenance and IT leasing costs.

Operating expenses (\$m)


### 2.3.6 Segment results

Segment reporting
An operating segment is a component of the Group that engages in business activities from which it may earn revenues and incur expenses. These operating results are regularly reviewed by the Managing Director, to make decisions about the resourcing for each segment, and to assess its performance.

The operating segments are identified according to the nature of the products and services they provide. All reporting segments represent an individual strategic business unit. Each unit offers a different method of delivery, and/or different products and services.

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

Segment reporting is consistent with the internal reporting provided to the Managing Director, and the executive management team.

Changes to the internal organisational structure of the Group, can cause the Group's operating segment results to change. Where this occurs, the corresponding segment information for the previous financial year is restated.

Types of products and services

## Retail banking

Major sources of net interest income are derived from banking services, along with fee income for the provision of services. Income is generated through the company owned branch network and its share of the revenue generated through the Community Bank ® branch network. Delphi Bank and Community Telco Australia are included within the retail banking operating segment.

## Third party banking

Major revenue sources are net interest income, and the fees derived from the provision of residential, commercial, consumer and business services, along with the contribution from Homesafe Trust. Third party banking comprises the 'Adelaide Bank' branded services, portfolio funding, Alliance Partners and Homesafe Trust.

## Wealth

Major revenue sources are net interest income, along with the fees and commissions derived from the provision of margin lending, wealth management, wealth deposit, cash management and financial planning products and services. Sandhurst Trustees, Leveraged and Bendigo Financial Planning are included within the wealth segment.

## Rural

Major revenue sources are net interest income and fees, from the provision of banking services to agribusinesses in rural and regional Australia. Rural Bank and Rural Finance are included within the rural segment.

## Central functions

Functions not relating directly to a reportable operating segment.

## Accounting policies and inter-segment transactions

Measurement of segmental assets, liabilities, income and expenses is in accordance with the Group's accounting policies.
Segment results are determined by including all revenue and expenses associated with each business. Transactions between business segments are conducted at arm's length, and are eliminated on consolidation.

Segment net interest income is recognised based on an internally set transfer pricing policy, based on pre-determined market rates of return on the assets and liabilities of the segment.

## Major customers

Revenues from no individual customer amount to greater than 10\% of the Group's revenue.

## Geographic Information

The allocation of revenue and assets is based on the geographic location of the customer. The Group operates in all Australian states and territories, providing banking and other financial services.

### 2.3.6 Segment results

For the year ended 30 June 2015

|  | Operating segments |  |  |  | Total operating segments | Central functions | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Retail banking | Third party banking | Wealth | Rural |  |  |  |
|  | \$m | \$m | \$m | \$m | \$m | \$m | \$m |
| Net interest income | 736.7 | 205.6 | 66.8 | 175.0 | 1,184.1 |  | 1,184.1 |
| Other income | 193.4 | 78.1 | 56.9 | 8.5 | 336.9 | 24.6 | 361.5 |
| Share of net profit accounted for using the equity method | - | - | - | - | - | 4.4 | 4.4 |
| Total segment income | 930.1 | 283.7 | 123.7 | 183.5 | 1,521.0 | 29.0 | 1,550.0 |
| Operating expenses | (617.1) | (81.6) | (97.0) | (82.3) | (878.0) | - | (878.0) |
| Credit expenses | (22.1) | (34.1) | 1.3 | (13.4) | (68.3) | - | (68.3) |
| Segment result (before specific items \& tax expense) | 290.9 | 168.0 | 28.0 | 87.8 | 574.7 | 29.0 | 603.7 |
| Specific income \& (expense) items | (1.5) | (8.1) | - | (9.5) | (19.1) | 4.9 | (14.2) |
| Segment result (before tax expense) | 289.4 | 159.9 | 28.0 | 78.3 | 555.6 | 33.9 | 589.5 |
| Tax expense | (81.3) | (44.9) | (7.9) | (22.0) | (156.1) | (9.5) | (165.6) |
| Segment result (statutory basis) | 208.1 | 115.0 | 20.1 | 56.3 | 399.5 | 24.4 | 423.9 |
| Cash basis adjustments: |  |  |  |  |  |  |  |
| Specific income \& expense items | 1.5 | 5.7 | - | 6.8 | 14.0 | (17.3) | (3.3) |
| Distributions accrued and/or paid on preference shares | - | - | - | - | - | (3.5) | (3.5) |
| Amortisation of intangibles | 4.4 | 1.7 | 4.4 | 4.8 | 15.3 | - | 15.3 |
| Segment result (Cash basis) | 214.0 | 122.4 | 24.5 | 67.9 | 428.8 | 3.6 | 432.4 |

For the year ended 30 June 2014

|  | Operating segments |  |  |  | Total operating segments <br> \$m | Central functions$\qquad$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Retail banking | Third party banking | Wealth | Rural |  |  |  |
|  | \$m | \$m | \$m | \$m |  |  | \$m |
| Net interest income | 695.4 | 230.7 | 72.0 | 120.1 | 1,118.2 | - | 1,118.2 |
| Other income | 189.1 | 65.8 | 48.5 | 6.1 | 309.5 | 13.4 | 322.9 |
| Share of net profit accounted for using the equity method | - | - | - | - | - | 0.2 | 0.2 |
| Total segment income | 884.5 | 296.5 | 120.5 | 126.2 | 1,427.7 | 13.6 | 1,441.3 |
| Operating expenses | (597.0) | (82.6) | (79.9) | (64.2) | (823.7) | - | (823.7) |
| Credit expenses | (40.3) | (12.6) | (1.2) | (27.8) | (81.9) | - | (81.9) |
| Segment result (before specific items \& tax expense) | 247.2 | 201.3 | 39.4 | 34.2 | 522.1 | 13.6 | 535.7 |
| Specific income \& (expense) items | - | - | - | - | - | 0.8 | 0.8 |
| Segment result (before tax expense) | 247.2 | 201.3 | 39.4 | 34.2 | 522.1 | 14.4 | 536.5 |
| Tax expense | (75.7) | (61.6) | (12.1) | (10.5) | (159.9) | (4.3) | (164.2) |
| Segment result (statutory basis) | 171.5 | 139.7 | 27.3 | 23.7 | 362.2 | 10.1 | 372.3 |
| Cash basis adjustments: |  |  |  |  |  |  |  |
| Specific income \& expense items | - | - | - | - | - | 0.5 | 0.5 |
| Distributions accrued and/or paid on preference shares | - | - | - | - | - | (5.7) | (5.7) |
| Amortisation of intangibles | 4.6 | 2.2 | 3.5 | 4.9 | 15.2 | - | 15.2 |
| Segment result (Cash basis) | 176.1 | 141.9 | 30.8 | 28.6 | 377.4 | 4.9 | 382.3 |

### 2.3.6 Segment results (continued)

|  | Operating segments |  |  |  | Total operating segments | Central functions | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Retail banking | Third party banking | Wealth | Rural |  |  |  |
|  | \$m | \$m | \$m | \$m | \$m | \$m | \$m |
| For the year ended 30 June 2015 |  |  |  |  |  |  |  |
| Reportable segment assets | 30,590.5 | 17,791.7 | 1,834.5 | 5,979.5 | 56,196.2 | 9,832.6 | 66,028.8 |
| Reportable segment liabilities | 38,056.2 | 1,643.4 | 3,092.5 | 3,538.0 | 46,330.1 | 9,831.1 | 56,161.2 |
| For the year ended 30 June 2014 |  |  |  |  |  |  |  |
| Reportable segment assets | 29,527.5 | 17,767.1 | 1,853.8 | 4,398.6 | 53,547.0 | 11,515.9 | 65,062.9 |
| Reportable segment liabilities | 35,841.4 | 1,111.5 | 4,524.8 | 3,700.4 | 45,178.1 | 9,661.9 | 54,840.0 |

Reportable segment assets and liabilities
Group
As at As at

|  | June 2015 |
| :--- | ---: |
| Total assets for operating segments | June 2014 |
| Total assets | $65,062.9$ |
|  | $66,028.8$ |
| Total liabilities for operating segments | $65,062.9$ |
| Securitisation funding | $56,161.2$ |
| Total liabilities | $54,840.0$ |

### 2.3.7 Lending

|  | Full year ending |  |  |  | Six months ending |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun-15 | Jun-14 | Change |  | Jun-15 | Dec-14 | Change |  |
|  | \$m | \$m | \$m | \% | \$m | \$m | \$m | \% |
| Approvals - by security |  |  |  |  |  |  |  |  |
| Residential | 9,813.0 | 10,522.3 | (709.3) | (6.7) | 4,559.4 | 5,253.6 | (694.2) | (13.2) |
| Non-residential | 5,397.5 | 5,835.1 | (437.6) | (7.5) | 2,700.7 | 2,696.8 | 3.9 | 0.1 |
| Total approvals | 15,210.5 | 16,357.4 | $(1,146.9)$ | (7.0) | 7,260.1 | 7,950.4 | (690.3) | (8.7) |
|  | $\begin{array}{r} \text { As at } \\ \text { Jun-15 } \end{array}$ | $\begin{array}{r} \text { As at } \\ \text { Jun-14 } \end{array}$ | Cha |  | $\begin{array}{r} \text { As at } \\ \text { Jun-15 } \\ \hline \end{array}$ | As at <br> Dec-14 | Cha |  |
|  | \$m | \$m | \$m | \% | \$m | \$m | \$m | \% |
| Gross loan balance - by security |  |  |  |  |  |  |  |  |
| Residential | 38,297.9 | 37,108.8 | 1,189.1 | 3.2 | 38,297.9 | 37,610.4 | 687.5 | 1.8 |
| Business |  |  |  |  |  |  |  |  |
| Accommodation and food services | 391.0 | 365.3 | 25.7 | 7.0 | 391.0 | 375.1 | 15.9 | 4.2 |
| Administrative and support services | 40.3 | 42.0 | (1.7) | (4.0) | 40.3 | 42.1 | (1.8) | (4.3) |
| Agriculture, forestry and fishing | 6,009.8 | 4,629.7 | 1,380.1 | 29.8 | 6,009.8 | 5,958.1 | 51.7 | 0.9 |
| Arts and recreation services | 102.8 | 90.9 | 11.9 | 13.1 | 102.8 | 105.5 | (2.7) | (2.6) |
| Construction | 1,100.3 | 1,098.6 | 1.7 | 0.2 | 1,100.3 | 1,097.8 | 2.5 | 0.2 |
| Education and training | 68.7 | 72.2 | (3.5) | (4.8) | 68.7 | 67.5 | 1.2 | 1.8 |
| Electricity, gas, water and waste services | 26.5 | 31.4 | (4.9) | (15.6) | 26.5 | 21.5 | 5.0 | 23.3 |
| Financial and insurance services | 389.1 | 618.4 | (229.3) | (37.1) | 389.1 | 508.8 | (119.7) | (23.5) |
| Health care and social assistance | 355.8 | 344.2 | 11.6 | 3.4 | 355.8 | 333.4 | 22.4 | 6.7 |
| Information media and telecommunications | 22.4 | 24.0 | (1.6) | (6.7) | 22.4 | 21.3 | 1.1 | 5.2 |
| Manufacturing | 257.4 | 271.9 | (14.5) | (5.3) | 257.4 | 255.3 | 2.1 | 0.8 |
| Mining | 19.6 | 16.9 | 2.7 | 16.0 | 19.6 | 16.6 | 3.0 | 18.1 |
| Other Services | 213.3 | 185.1 | 28.2 | 15.2 | 213.3 | 203.1 | 10.2 | 5.0 |
| Professional, scientific and technical servict | 249.1 | 234.9 | 14.2 | 6.0 | 249.1 | 236.6 | 12.5 | 5.3 |
| Public administration and safety | 90.0 | 92.9 | (2.9) | (3.1) | 90.0 | 100.6 | (10.6) | (10.5) |
| Rental, hiring and real estate services | 4,010.1 | 3,754.8 | 255.3 | 6.8 | 4,010.1 | 3,922.0 | 88.1 | 2.2 |
| Retail trade | 479.2 | 540.7 | (61.5) | (11.4) | 479.2 | 527.0 | (47.8) | (9.1) |
| Transport, postal and warehousing | 156.8 | 176.4 | (19.6) | (11.1) | 156.8 | 168.9 | (12.1) | (7.2) |
| Wholesale trade | 164.7 | 166.4 | (1.7) | (1.0) | 164.7 | 168.4 | (3.7) | (2.2) |
| Other | 277.7 | 270.4 | 7.3 | 2.7 | 277.7 | 271.9 | 5.8 | 2.1 |
| Total business | 14,424.6 | 13,027.1 | 1,397.5 | 10.7 | 14,424.6 | 14,401.5 | 23.1 | 0.2 |
| Margin lending | 1,792.2 | 1,822.7 | (30.5) | (1.7) | 1,792.2 | 1,754.9 | 37.3 | 2.1 |
| Unsecured | 871.9 | 906.7 | (34.8) | (3.8) | 871.9 | 913.4 | (41.5) | (4.5) |
| Other | 343.9 | 248.5 | 95.4 | 38.4 | 343.9 | 285.3 | 58.6 | 20.5 |
| Total gross loan balance | 55,730.5 | 53,113.8 | 2,616.7 | 4.9 | 55,730.5 | 54,965.5 | 765.0 | 1.4 |
| Gross loan balance - by purpose |  |  |  |  |  |  |  |  |
| Residential | 36,294.4 | 34,882.1 | 1,412.3 | 4.0 | 36,294.4 | 35,551.5 | 742.9 | 2.1 |
| Consumer | 3,797.3 | 3,997.8 | (200.5) | (5.0) | 3,797.3 | 3,798.5 | (1.2) | - |
| Margin lending | 1,792.2 | 1,822.7 | (30.5) | (1.7) | 1,792.2 | 1,754.9 | 37.3 | 2.1 |
| Commercial | 13,846.6 | 12,411.2 | 1,435.4 | 11.6 | 13,846.6 | 13,860.6 | (14.0) | (0.1) |
| Total gross loan balance | 55,730.5 | 53,113.8 | 2,616.7 | 4.9 | 55,730.5 | 54,965.5 | 765.0 | 1.4 |
| Loans under management (gross balance) |  |  |  |  |  |  |  |  |
| On-balance sheet Off-balance sheet loans under management | $\begin{array}{r} 55,730.5 \\ 810.1 \end{array}$ | $53,113.8$ 866.9 | $\begin{array}{r} 2,616.7 \\ (56.8) \\ \hline \end{array}$ | $\begin{gathered} 4.9 \\ (6.6) \end{gathered}$ | $55,730.5$ 810.1 | $54,965.5$ 835.8 | $\begin{aligned} & 765.0 \\ & (25.7) \end{aligned}$ | 1.4 (3.1) |
| Total Group loans under management | 56,540.6 | 53,980.7 | 2,559.9 | 4.7 | 56,540.6 | 55,801.3 | 739.3 | 1.3 |

Loans under management represent the gross balance of loans held and managed by the Group categorised as follows:
On-balance sheet loans are the gross balance of loans and factoring receivables held by the consolidated Group
Off-balance sheet loans under management represent the gross balance of off-balance sheet loans managed by wholly-owned subsidiaries
of Bendigo and Adelaide Bank Limited.

### 2.3.8 Asset quality

|  | As at Jun-15 | $\begin{array}{r} \text { As at } \\ \text { Jun-14 } \end{array}$ | Change |  | $\begin{array}{r} \text { As at } \\ \text { Jun-15 } \end{array}$ | As at Dec-14 | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$m | \$m | \$m | \% | \$m | \$m | \$m | \% |
| Impaired loans ${ }^{1}$ |  |  |  |  |  |  |  |  |
| Full-performing ${ }^{2}$ | 0.9 | 2.0 | (1.1) | (55.0) | 0.9 | 2.4 | (1.5) | (62.5) |
| Part-performing ${ }^{3}$ | 73.9 | 117.8 | (43.9) | (37.3) | 73.9 | 95.5 | (21.6) | (22.6) |
| Non-performing | 247.4 | 277.3 | (29.9) | (10.8) | 247.4 | 277.6 | (30.2) | (10.9) |
| Restructured loans | 3.4 | 14.7 | (11.3) | (76.9) | 3.4 | 6.5 | (3.1) | (47.7) |
| Total impaired assets | 325.6 | 411.8 | (86.2) | (20.9) | 325.6 | 382.0 | (56.4) | (14.8) |
| Less: specific impairment provisions | (116.1) | (113.6) | (2.5) | 2.2 | (116.1) | (124.0) | 7.9 | (6.4) |
| Net impaired assets | 209.5 | 298.2 | (88.7) | (29.8) | 209.5 | 258.0 | (48.5) | (18.8) |
| Portfolio facilities - past due 90 days, not well secured | 4.2 | 4.0 | 0.2 |  |  | 3.6 | 0.6 | 16.7 |
| Less: specific impairment provisions | (0.7) | (0.8) | 0.1 | (12.5) | (0.7) | (0.6) | (0.1) | 16.7 |
| Net portfolio facilities | 3.5 | 3.2 | 0.3 | 9.4 | 3.5 | 3.0 | 0.5 | 16.7 |
| Past due 90 days |  |  |  |  |  |  |  |  |
| Well secured (excluding commercial arrangement loans) | 362.7 | 326.5 | 36.2 | 11.1 | 362.7 | 373.4 | (10.7) | (2.9) |
| Great Southern portfolio | 235.0 | 303.6 | (68.6) | (22.6) | 235.0 | 311.4 | (76.4) | (24.5) |
| Ratios | \% | \% | \% |  | \% | \% | \% |  |
| Total impaired loans to gross loans | 0.58\% | 0.78\% | (0.20\%) |  | 0.58\% | 0.69\% | (0.11\%) |  |
| Total impaired loans to total assets | 0.49\% | 0.63\% | (0.14\%) |  | 0.49\% | 0.58\% | (0.09\%) |  |
| Net impaired loans to gross loans | 0.38\% | 0.56\% | (0.18\%) |  | 0.38\% | 0.47\% | (0.09\%) |  |
| Provision coverage ${ }^{4}$ | 99.1\% | 71.8\% | 27.3\% |  | 99.1\% | 83.3\% | 15.8\% |  |

[^0]
### 2.3.9 Bad and doubtful debts

|  | Full year ending |  |  |  | Six months ending |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun-15 | Jun-14 |  |  | Jun-15 | Dec-14 |  |  |
| Bad and doubtful debts expense | \$m | \$m | \$m | \% | \$m | \$m | \$m | \% |
| Bad debts written off | 4.3 | 3.3 | 1.0 | 30.3 | 1.5 | 2.8 | (1.3) | (46.4) |
| Provision doubtful debts - expense | 66.9 | 82.3 | (15.4) | (18.7) | 38.5 | 28.4 | 10.1 | 35.6 |
| Total bad and doubtful debts expense | 71.2 | 85.6 | (14.4) | (16.8) | 40.0 | 31.2 | 8.8 | 28.2 |
| Less: Bad debts recovered | 2.9 | 3.7 | (0.8) | (21.6) | 1.8 | 1.1 | 0.7 | 63.6 |
| Bad and doubtful debts net of recoveries | 68.3 | 81.9 | (13.6) | (16.6) | 38.2 | 30.1 | 8.1 | 26.9 |


|  | $\begin{array}{r} \text { As at } \\ \text { Jun-15 } \end{array}$ | $\begin{array}{r} \text { As at } \\ \text { Jun-14 } \end{array}$ | Change |  | $\begin{array}{r} \text { As at } \\ \text { Jun-15 } \end{array}$ | As at Dec-14 | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Provisions and reserves | \$m | \$m | \$m | \% | \$m | \$m | \$m | \% |
| Provision for doubtful debts - specific | 116.8 | 114.4 | 2.4 | 2.1 | 116.8 | 124.6 | (7.8) | (6.3) |
| Provision for doubtful debts - collective | 59.0 | 42.8 | 16.2 | 37.9 | 59.0 | 46.7 | 12.3 | 26.3 |
| General reserve for credit losses | 146.8 | 138.3 | 8.5 | 6.1 | 146.8 | 146.8 | - | - |
| Total provisions and reserve for doubtful debts | 322.6 | 295.5 | 27.1 | 9.2 | 322.6 | 318.1 | 4.5 | 1.4 |


|  | $\begin{array}{r} \text { As at } \\ \text { Jun-15 } \end{array}$ | $\begin{array}{r} \text { As at } \\ \text { Jun-14 } \end{array}$ | Change | $\begin{array}{r} \text { As at } \\ \text { Jun-15 } \end{array}$ | As at Dec-14 | Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Ratios | \% | \% | \% | \% | \% | \% |
| Loan write-offs (annualised) to average assets | 0.09\% | 0.11\% | (0.02\%) | 0.11\% | 0.07\% | 0.04\% |
| Loan write-offs (annualised) to gross loans | 0.10\% | 0.13\% | (0.03\%) | 0.13\% | 0.08\% | 0.05\% |
| Total provision/reserve for doubtful debts to gross loans | 0.58\% | 0.56\% | 0.02\% | 0.58\% | 0.58\% | 0.00\% |
| Collective provision and GRCL to risk-weighted assets | 0.59\% | 0.56\% | 0.03\% | 0.59\% | 0.56\% | 0.03\% |


|  | Specific | Collective | GRCL | Total |
| :--- | ---: | ---: | ---: | ---: |
| Movements in provisions and reserves | $\$ \mathrm{~m}$ | $\$ \mathrm{~m}$ | $\$ \mathrm{~m}$ | $\$ \mathrm{~m}$ |
| Balance at July 2014 | 114.4 | 42.8 | 138.3 | 295.5 |
| Provision for doubtful debts expense to profit and loss | 53.9 | 13.0 | - | 66.9 |
| Bad debts written off - previously provided for | $(53.6)$ | - | - | $(53.6)$ |
| Business acquisition - Rural Finance | 2.1 | 3.2 | 8.5 | 13.8 |
| Balance at 30 June 2015 | 116.8 | 59.0 | 146.8 | $\mathbf{3 2 2 . 6}$ |
|  |  |  |  |  |
| Balance at July 2013 | 104.1 | 34.5 | 138.3 | 276.9 |
| Provision for doubtful debts expense to profit and loss | 74.0 | 8.3 | - | 82.3 |
| Bad debts written off - previously provided for | $(63.7)$ | - | - | $(63.7)$ |
| Balance at 30 June 2014 | 114.4 | $\mathbf{4 2 . 8}$ | $\mathbf{1 3 8 . 3}$ | $\mathbf{2 9 5 . 5}$ |

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 (\$m)


### 2.3.10 Deposits and funds under management

|  | $\begin{array}{r} \text { As at } \\ \text { Jun-15 } \end{array}$ | $\begin{array}{r} \text { As at } \\ \text { Jun-14 } \end{array}$ | Change |  | $\begin{array}{r} \text { As at } \\ \text { Jun-15 } \end{array}$ | $\begin{array}{r} \text { As at } \\ \text { Dec-14 } \end{array}$ | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$m | \$m | \$m | \% | \$m | \$m | \$m | \% |
| Deposits and funds under management |  |  |  |  |  |  |  |  |
| Deposits | 53,505.3 | 52,359.4 | 1,145.9 | 2.2 | 53,505.3 | 52,956.4 | 548.9 | 1.0 |
| Securitisation | 4,925.9 | 5,256.4 | (330.5) | (6.3) | 4,925.9 | 5,150.6 | (224.7) | (4.4) |
| Managed funds | 4,165.8 | 3,390.5 | 775.3 | 22.9 | 4,165.8 | 3,808.2 | 357.6 | 9.4 |
| Total deposits and funds under management | 62,597.0 | 61,006.3 | 1,590.7 | 2.6 | 62,597.0 | 61,915.2 | 681.8 | 1.1 |
| Deposits dissection - \$m |  |  |  |  |  |  |  |  |
| Retail | 46,222.7 | 44,843.0 | 1,379.7 | 3.1 | 46,222.7 | 45,376.4 | 846.3 | 1.9 |
| Wholesale | 7,282.6 | 7,516.4 | (233.8) | (3.1) | 7,282.6 | 7,580.0 | (297.4) | (3.9) |
| Securitisation | 4,925.9 | 5,256.4 | (330.5) | (6.3) | 4,925.9 | 5,150.6 | (224.7) | (4.4) |
| Total deposits | 58,431.2 | 57,615.8 | 815.4 | 1.4 | 58,431.2 | 58,107.0 | 324.2 | 0.6 |
| Deposits dissection - \% |  |  |  |  |  |  |  |  |
| Retail | 79.1\% | 77.8\% |  | 1.7 | 79.1\% | 78.1\% |  | 1.3 |
| Wholesale | 12.5\% | 13.0\% |  | (3.8) | 12.5\% | 13.0\% |  | (3.8) |
| Securitisation | 8.4\% | 9.2\% |  | (8.7) | 8.4\% | 8.9\% |  | (5.6) |
| Total deposits | 100.0\% | 100.0\% |  | - | 100.0\% | 100.0\% |  | - |
| Managed funds dissection |  |  |  |  |  |  |  |  |
| Assets under management | 1,919.2 | 1,703.9 | 215.3 | 12.6 | 1,919.2 | 1,763.9 | 155.3 | 8.8 |
| Other managed funds | 2,246.6 | 1,686.6 | 560.0 | 33.2 | 2,246.6 | 2,044.3 | 202.3 | 9.9 |
| Total managed funds | 4,165.8 | 3,390.5 | 775.3 | 22.9 | 4,165.8 | 3,808.2 | 357.6 | 9.4 |

Assets under management include those funds deposited in the Sandhurst Trustees Limited Common Funds, which are invested in cash, cash enhanced and mortgage investments on behalf of 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.

Funding mix (\$m)


Retail deposits and funds under management (\$m)


### 2.3.11 Average balance sheet

## For the year ended 30 June 2015

|  | 30 June 2015 |  |  | 30 June 2014 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average | Interest | Average | Average | Interest | Average |
|  | Balance | 12 mths | Rate | Balance | 12 mths | Rate |
|  | \$m | \$m | \% | \$m | \$m | \% |
| Average balances and rates ${ }^{1}$ |  |  |  |  |  |  |
| Interest earning assets |  |  |  |  |  |  |
| Cash and investments | 7,715.0 | 186.7 | 2.42 | 7,157.5 | 186.4 | 2.60 |
| Loans and other receivables ${ }^{2}$ | 54,858.5 | 2,758.5 | 5.03 | 51,217.1 | 2,741.8 | 5.35 |
| Total interest earning assets ${ }^{3}$ | 62,573.5 | 2,945.2 | 4.71 | 58,374.6 | 2,928.2 | 5.02 |
| Non interest earning assets |  |  |  |  |  |  |
| Provisions for doubtful debts | (165.4) |  |  | (139.0) |  |  |
| Other assets | 3,092.2 |  |  | 2,850.8 |  |  |
| Total non interest earning assets | 2,926.8 |  |  | 2,711.8 |  |  |
| Total assets (average balance) | 65,500.3 |  |  | 61,086.4 |  |  |
| Interest bearing liabilities |  |  |  |  |  |  |
| Deposits |  |  |  |  |  |  |
| Retail | 45,754.9 | $(1,291.6)$ | (2.82) | 42,956.4 | (1,369.1) | (3.19) |
| Wholesale - domestic | 6,905.9 | (225.6) | (3.27) | 5,385.0 | (180.5) | (3.35) |
| Wholesale - offshore | 493.9 | (16.0) | (3.24) | 526.3 | (16.6) | (3.15) |
| Notes payable | 4,894.1 | (166.5) | (3.40) | 5,653.9 | (199.3) | (3.53) |
| Preference shares | 478.8 | (23.9) | (4.99) | 262.5 | (14.5) | (5.52) |
| Subordinated debt | 631.4 | (37.5) | (5.94) | 494.0 | (30.0) | (6.07) |
| Total interest bearing liabilities ${ }^{3}$ | 59,159.0 | $(1,761.1)$ | (2.98) | 55,278.1 | $(1,810.0)$ | (3.27) |
| Non interest bearing liabilities and equity |  |  |  |  |  |  |
| Other liabilities | 1,393.5 |  |  | 1,258.5 |  |  |
| Equity | 4,947.8 |  |  | 4,549.8 |  |  |
|  | 6,341.3 |  |  | 5,808.3 |  |  |
| Total liabilities and equity (average balance) | 65,500.3 |  |  | 61,086.4 |  |  |
| Interest margin and interest spread |  |  |  |  |  |  |
| Interest earning assets | 62,573.5 | 2,945.2 | 4.71 | 58,374.6 | 2,928.2 | 5.02 |
| Interest bearing liabilities | $(59,159.0)$ | (1,761.1) | (2.98) | $(55,278.1)$ | (1,810.0) | (3.27) |
| Net interest income and interest spread ${ }^{4}$ |  | 1,184.1 | 1.73 |  | 1,118.2 | 1.75 |
| Net free liabilities and equity |  |  | 0.16 |  |  | 0.17 |
| Net interest margin ${ }^{5}$ |  |  | 1.89 |  |  | 1.92 |
| Impact of profit share arrangements |  |  |  |  |  |  |
| Net interest margin |  |  | 1.89 |  |  | 1.92 |
| Add: impact of profit share arrangements |  |  | 0.31 |  |  | 0.32 |
| Net interest margin before profit share arrangements |  |  | 2.20 |  |  | 2.24 |

[^1]
### 2.3.11 Average balance sheet

## For the six months ended 30 June 2015

|  | 30 June 2015 |  |  | 31 December 2014 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average | Interest | Average | Average | Interest | Average |
|  | Balance | 6 mths | Rate | Balance | 6 mths | Rate |
|  | \$m | \$m | \% | \$m | \$m | \% |
| Average balances and rates ${ }^{1}$ |  |  |  |  |  |  |
| Interest earning assets |  |  |  |  |  |  |
| Cash and investments | 7,789.1 | 91.2 | 2.36 | 7,629.3 | 95.5 | 2.48 |
| Loans and other receivables ${ }^{2}$ | 55,138.7 | 1,335.5 | 4.88 | 54,583.0 | 1,423.0 | 5.17 |
| Total interest earning assets ${ }^{3}$ | 62,927.8 | 1,426.7 | 4.57 | 62,212.3 | 1,518.5 | 4.84 |
| Non interest earning assets |  |  |  |  |  |  |
| Provisions for doubtful debts | (172.1) |  |  | (159.6) |  |  |
| Other assets | 3,106.9 |  |  | 3,074.3 |  |  |
| Total non interest earning assets | 2,934.8 |  |  | 2,914.7 |  |  |
| Total assets (average balance) | 65,862.6 |  |  | 65,127.0 |  |  |
| Interest bearing liabilities |  |  |  |  |  |  |
| Deposits |  |  |  |  |  |  |
| Retail | 46,203.2 | (621.7) | (2.71) | 45,252.5 | (669.9) | (2.94) |
| Wholesale - domestic | 6,894.0 | (109.4) | (3.20) | 6,953.2 | (116.2) | (3.32) |
| Wholesale - offshore | 393.8 | (6.4) | (3.28) | 584.3 | (9.6) | (3.26) |
| Notes payable | 4,848.7 | (77.7) | (3.23) | 4,976.2 | (88.8) | (3.54) |
| Convertible Preference Shares | 584.4 | (13.8) | (4.76) | 382.7 | (10.1) | (5.24) |
| Subordinated debt | 613.7 | (17.7) | (5.82) | 651.2 | (19.8) | (6.03) |
| Total interest bearing liabilities ${ }^{3}$ | 59,537.8 | (846.7) | (2.87) | 58,800.1 | (914.4) | (3.08) |
| Non interest bearing liabilities and equity |  |  |  |  |  |  |
| Other liabilities | 1,375.9 |  |  | 1,379.4 |  |  |
| Equity | 4,948.9 |  |  | 4,947.5 |  |  |
|  | 6,324.8 |  |  | 6,326.9 |  |  |
| Total liabilities and equity (average balance) | 65,862.6 |  |  | 65,127.0 |  |  |
| Interest margin and interest spread |  |  |  |  |  |  |
| Interest earning assets | 62,927.8 | 1,426.7 | 4.57 | 62,212.3 | 1,518.5 | 4.84 |
| Interest bearing liabilities | $(59,537.8)$ | (846.7) | (2.87) | $(58,800.1)$ | (914.4) | (3.08) |
| Net interest income and interest spread ${ }^{4}$ |  | 580.0 | 1.70 |  | 604.1 | 1.76 |
| Net free liabilities and equity |  |  | 0.16 |  |  | 0.17 |
| Net interest margin ${ }^{5}$ |  |  | 1.86 |  |  | 1.93 |
| Impact of profit share arrangements |  |  |  |  |  |  |
| Net interest margin |  |  | 1.86 |  |  | 1.93 |
| Add: impact of profit share arrangements |  |  | 0.31 |  |  | 0.31 |
| Net interest margin before profit share arrangements |  |  | 2.17 |  |  | 2.24 |

[^2]
### 2.3.11 Average balance sheet

For the six months ended 30 June 2014

|  | 30 June 2014 |  |  | 31 December 2013 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average | Interest | Average | Average | Interest | Average |
|  | Balance | 6 mths | Rate | Balance | 6 mths | Rate |
|  | \$m | \$m | \% | \$m | \$m | \% |
| Average balances and rates ${ }^{1}$ |  |  |  |  |  |  |
| Interest earning assets |  |  |  |  |  |  |
| Cash and Investments | 7,538.8 | 94.5 | 2.53 | 6,706.9 | 91.9 | 2.72 |
| Loans and other receivables - company | 51,755.7 | 1,351.7 | 5.27 | 50,636.2 | 1,390.1 | 5.45 |
| Total interest earning assets ${ }^{2}$ | 59,294.5 | 1,446.2 | 4.92 | 57,343.1 | 1,482.0 | 5.13 |
| Non interest earning assets |  |  |  |  |  |  |
| Provisions for doubtful debts | (145.6) |  |  | (132.3) |  |  |
| Other assets | 2,918.3 |  |  | 2,798.7 |  |  |
| Total non interest earning assets | 2,772.7 |  |  | 2,666.4 |  |  |
| Total assets (average balance) | 62,067.2 |  |  | 60,009.5 |  |  |
| Interest bearing liabilities and equity |  |  |  |  |  |  |
| Deposits |  |  |  |  |  |  |
| Retail - company | 43,353.9 | (653.7) | (3.04) | 42,515.7 | (715.4) | (3.34) |
| Wholesale - domestic | 5,726.9 | (92.4) | (3.25) | 5,079.8 | (88.1) | (3.44) |
| Wholesale - offshore | 686.4 | (10.6) | (3.11) | 357.9 | (6.0) | (3.33) |
| Notes Payable | 5,486.9 | (97.4) | (3.58) | 5,784.1 | (101.9) | (3.49) |
| Convertible Preference Shares | 260.8 | (7.1) | (5.49) | 263.8 | (7.4) | (5.56) |
| Subordinated debt | 612.8 | (18.3) | (6.02) | 355.4 | (11.7) | (6.53) |
| Total interest bearing liabilities ${ }^{2}$ | 56,127.7 | (879.5) | (3.16) | 54,356.7 | (930.5) | (3.40) |


| Non interest bearing liabilities and equity |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Other liabilities | 1,306.8 |  |  | 1,188.9 |  |  |
| Equity | 4,632.7 |  |  | 4,463.9 |  |  |
|  | 5,939.5 |  |  | 5,652.8 |  |  |
| Total liabilities and equity (average balance) | 62,067.2 |  |  | 60,009.5 |  |  |
| Interest margin and interest spread |  |  |  |  |  |  |
| Interest earning assets | 59,294.5 | 1,446.2 | 4.92 | 57,343.1 | 1,482.0 | 5.13 |
| Interest bearing liabilities | $(56,127.7)$ | (879.5) | (3.16) | $(54,356.7)$ | (930.5) | (3.40) |
| Net interest income and interest spread ${ }^{3}$ |  | 566.7 | 1.76 |  | 551.5 | 1.73 |
| Net free liabilities and equity |  |  | 0.17 |  |  | 0.18 |
| Net interest margin ${ }^{4}$ |  |  | 1.93 |  |  | 1.91 |

## Impact of profit share arrangements

| Net interest margin | 1.93 | 1.91 |
| :--- | :--- | :--- |
| Add: impact of profit share arrangements | 0.31 |  |
| Net interest margin before profit share arrangements | 2.24 |  |

[^3]
### 2.3.12 Capital and shareholder returns

### 2.3.12.1 Assets and capital

|  | $\begin{array}{r} \text { As at } \\ \text { Jun-15 } \end{array}$ | $\begin{array}{r} \text { As at } \\ \text { Jun-14 } \end{array}$ | Change |  | $\begin{array}{r} \text { As at } \\ \text { Jun-15 } \\ \hline \end{array}$ | As at Dec-14 | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$m | \$m | \$m | \% | \$m | \$m | \$m | \% |
| Group assets | 66,028.8 | 65,062.9 | 965.9 | 1.5 | 66,028.8 | 65,423.3 | 605.5 | 0.9 |
| Capital adequacy |  |  |  |  |  |  |  |  |
| Total regulatory capital | 4,363.0 | 3,996.2 | 366.8 | 9.2 | 4,363.0 | 4,208.8 | 154.2 | 3.7 |
| Risk-weighted assets | 34,712.9 | 32,618.4 | 2,094.5 | 6.4 | 34,712.9 | 34,516.3 | 196.6 | 0.6 |
| Risk-weighted capital adequacy | 12.57\% | 12.25\% | 0.32\% | 2.6 | 12.57\% | 12.19\% | 0.38\% | 3.1 |
| - Tier 1 | 10.60\% | 9.99\% | 0.61\% | 6.1 | 10.60\% | 10.02\% | 0.58\% | 5.8 |
| - Tier 2 | 1.97\% | 2.26\% | (0.29\%) | (12.8) | 1.97\% | 2.17\% | (0.20\%) | (9.2) |
| - Common Equity Tier 1 | 8.17\% | 8.73\% | (0.56\%) | (6.4) | 8.17\% | 8.14\% | 0.03\% | 0.4 |

### 2.3.12.2 Capital adequacy

The Australian Prudential Regulation Authority (APRA) guidelines require capital to be allocated against credit, operational and market risk. Banks must maintain a ratio of qualifying capital (comprising Common Equity Tier 1, Additional Tier 1 and Tier 2 capital), to risk weighted assets. The Bank adopted the "standard model" approach prescribed by APRA to calculate the Bank's capital position.

|  | Jun-15 | Jun-14 |
| :---: | :---: | :---: |
| Risk weighted capital ratios |  |  |
| Tier 1 | 10.60\% | 9.99\% |
| Tier 2 | 1.97\% | 2.26\% |
| Total capital ratio | 12.57\% | 12.25\% |
|  | \$m | \$m |
| Regulatory capital |  |  |
| Common Equity Tier 1 |  |  |
| Contributed capital | 4,235.4 | 4,183.3 |
| Retained profits \& reserves | 486.9 | 413.9 |
| Accumulated other comprehensive income (and other reserves) | (55.0) | (33.6) |
| Less: |  |  |
| Intangible assets, cash flow hedges and capitalised expenses | 1,750.2 | 1,638.0 |
| Net deferred tax assets | 42.6 | 44.9 |
| Equity exposures | 37.3 | 29.4 |
| Other adjustments as per APRA advice | 2.3 | 3.5 |
| Total common equity tier 1 capital | 2,834.9 | 2,847.8 |
| Additional Tier 1 capital instruments | 843.2 | 412.2 |
| Total Additional Tier 1 Capital | 843.2 | 412.2 |
| Total Tier 1 Capital | 3,678.1 | 3,260.0 |
| Tier 2 |  |  |
| Tier 2 capital instruments | 506.8 | 566.9 |
| General reserve for credit losses/collective provision (net of tax effect) | 178.1 | 169.3 |
| Total Tier 2 Capital | 684.9 | 736.2 |
| Total regulatory capital | 4,363.0 | 3,996.2 |
| Total risk weighted assets | 34,712.9 | 32,618.4 |
| Common Equity Tier 1 | 8.17\% | 8.73\% |

[^4]
### 2.3.12.2 Capital adequacy (continued)

|  | $\begin{array}{r} \text { As at } \\ \text { Jun-15 } \end{array}$ | $\begin{array}{r} \text { As at } \\ \text { Jun-14 } \end{array}$ | Change |  | $\begin{array}{r} \text { As at } \\ \text { Jun-15 } \end{array}$ | As at Dec-14 | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Risk-weighted assets | \$m | \$m | \$m | \% | \$m | \$m | \$m | \% |
| Credit risk | 31,094.2 | 29,351.8 | 1,742.4 | 5.9 | 31,094.2 | 31,050.5 | 43.7 | 0.1 |
| Market risk | 493.0 | 479.9 | 13.1 | 2.7 | 493.0 | 471.9 | 21.1 | 4.5 |
| Operational risk | 3,125.7 | 2,786.7 | 339.0 | 12.2 | 3,125.7 | 2,993.9 | 131.8 | 4.4 |
| Total risk-weighted assets | 34,712.9 | 32,618.4 | 2,094.5 | 6.4 | 34,712.9 | 34,516.3 | 196.6 | 0.6 |

Key movements in capital in the June 15 year include:
> Common Tier 1
Dividend reinvestment plan - increase capital $\$ 50.7$ million.
Retained earnings net increase of $\$ 73.0$ million.
Other adjustments - mainly due to the increase in goodwill associated with the Rural Finance acquisition $\$ 73.8$ million.
> Additional Tier 1
October 2014, convertible preference shares issued $\$ 292.0$ million and redeemed $\$ 100.0$ million of step up preference shares.
June 2015, convertible preference shares issued $\$ 282.0$ million and redeemed $\$ 90.0$ million of preference shares.
> Tier 2
General reserve for credit losses increase mainly due to Rural Finance acquisition $\$ 8.5$ million.
Subordinated debt decreased by $\$ 62.9$ million.

Capital adequacy (\%)


[^5]
### 2.3.12.3 Shareholder returns

| Earnings per ordinary share | Full year ending |  |  |  | Six months ending |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun-15 | Jun-14 | Change |  | Jun-15 | Dec-14 | Change |  |
|  | cents | cents | cents | \% | cents | cents | cents | \% |
| Statutory earnings per ordinary share (weighted average) | 92.5 | 87.7 | 4.8 | 5.5 | 42.9 | 49.7 | (6.8) | (13.7) |
| Cash earnings per ordinary share (weighted average) | 95.1 | 91.5 | 3.6 | 3.9 | 47.1 | 48.1 | (1.0) | (2.1) |
| Diluted earnings per ordinary share (weighted average) | 87.3 | 83.6 | 3.7 | 4.4 | 40.4 | 47.0 | (6.6) | (14.0) |
|  |  |  | Chang |  |  |  | Cha |  |
| Weighted average number of ordinary shares | 000's | 000's | 000's | \% | 000's | 000's | 000's | \% |
| Weighted average number of ordinary shares used in basic and cash basis EPS calculations | 454,457 | 417,934 | 36,523 | 8.7 | 455,569 | 453,363 | 2,206 | 0.5 |
| Weighted average number of ordinary shares used in diluted EPS calculations | 504,775 | 457,753 | 47,022 | 10.3 | 510,854 | 499,079 | 11,775 | 2.4 |
|  | Change |  |  |  |  |  | Change |  |
| Ratios | \% | \% | \% |  | \% | \% | \% |  |
| Return on average ordinary equity (after tax) | 8.84\% | 8.59\% | 0.25\% |  | 8.19\% | 9.48\% | (1.29\%) |  |
| Return on average ordinary equity (after tax before specific items) | 8.77\% | 8.60\% | 0.17\% |  | 8.70\% | 8.84\% | (0.14\%) |  |
| Return on average ordinary equity (cash basis) | 9.09\% | 8.96\% | 0.13\% |  | 9.00\% | 9.18\% | (0.18\%) |  |
| Return on average tangible equity (cash basis) | 13.28\% | 13.34\% | (0.06\%) |  | 13.14\% | 13.42\% | (0.28\%) |  |
| Return on average assets (after tax) | 0.65\% | 0.61\% | 0.04\% |  | 0.60\% | 0.69\% | (0.09\%) |  |
| Return on average assets (after tax before specific items) | 0.64\% | 0.61\% | 0.03\% |  | 0.64\% | 0.65\% | (0.01\%) |  |
| Return on average assets (cash basis) | 0.66\% | 0.63\% | 0.03\% |  | 0.66\% | 0.66\% | 0.00\% |  |

Cash earnings used in cash basis earnings per ordinary share is profit after tax adjusted for specific items after tax, intangibles amortisation (except intangible software amortisation) and dividends on preference shares.

Earnings used in the statutory earnings per ordinary share is, profit after tax including specific items, less dividends on preference shares.
Dilutive preference shares include preference, convertible preference and step up preference shares.
Ordinary equity for use in these ratios is represented by total ordinary shares and retained earnings.

Tangible equity for use in these ratios is represented by net assets less preference shares and intangible assets.

|  | $\begin{array}{r} \text { As at } \\ \text { Jun-15 } \end{array}$ | $\begin{array}{r} \text { As at } \\ \text { Jun-14 } \end{array}$ | Change |  | $\begin{array}{r} \text { As at } \\ \text { Jun-15 } \end{array}$ | $\begin{array}{r} \text { As at } \\ \text { Dec-14 } \end{array}$ | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$m | \$m | \$m | \% | \$m | \$m | \$m | \% |
| Ordinary issued capital | 4,235.4 | 4,183.3 | 52.1 | 1.2 | 4,235.4 | 4,212.4 | 23.1 | 0.5 |
| Retained earnings | 623.1 | 509.8 | 113.3 | 22.2 | 623.1 | 579.8 | 43.3 | 7.5 |
| Total ordinary equity | 4,858.5 | 4,693.1 | 165.5 | 3.5 | 4,858.5 | 4,792.1 | 66.4 | 1.4 |
| Average ordinary equity | 4,757.8 | 4,268.3 |  |  | 4,806.1 | 4,709.6 |  |  |

### 2.3.12.3 Shareholder returns (continued)

Earnings per share and dividend per share (cents)


Statutory and cash return on equity


### 2.3.12.4 Dividends

|  | Full year ending |  |  |  | Six months ending |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun-15 | Jun-14 | Change |  | Jun-15 | Dec-14 | Change |  |
|  |  |  |  | \% |  |  |  | \% |
| Dividend per share - cents | 66.0 | 64.0 | 2.0 | 3.1 | 33.0 | 33.0 | - | - |
| Dividend amount payable - \$m | 295.8 | 272.5 | 23.3 | 8.6 | 148.3 | 147.5 | 0.8 | 0.5 |
| Payout ratio - earnings per ordinary share ${ }^{1}$ | 71.4\% | 73.0\% | (1.6\%) | (2.2) | 76.9\% | 66.4\% | 10.5\% | 15.8 |
| Payout ratio - cash basis per ordinary share ${ }^{1}$ | 69.4\% | 69.9\% | (0.5\%) | (0.7) | 70.1\% | 68.6\% | 1.5\% | 2.2 |

${ }^{1}$ Payout ratio is calculated as dividend per share divided by the applicable earnings per ordinary share.

## 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 Securities Exchange over the seven trading days commencing 24 August 2015

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 Securities Exchange over the seven trading days commencing 24 August 2015. 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 2015 final dividend is 21 August 2015.

### 2.4 Additional notes

### 2.4.1 Analysis of intangible assets

|  | Balance sheet Carrying value |  | Amortisation/ impairment expense |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Jun-15 | Jun-14 | Jun-15 | Jun-14 |
|  | \$m | \$m | \$m | \$m |
| Goodwill | 1,442.3 | 1,368.4 | - | - |
| Trustee licence | 8.4 | 8.4 | - | - |
| Software | 74.6 | 53.0 | 14.2 | 15.1 |
| Customer lists | 8.0 | 9.3 | 3.8 | 2.5 |
| Core deposits | 20.0 | 28.5 | 8.5 | 8.8 |
| Trade name | 3.4 | 4.1 | 0.7 | 0.8 |
| Customer relationship | 16.2 | 24.1 | 7.9 | 8.6 |
| Management rights - Adelaide Bank | 7.6 | 8.6 | 1.0 | 1.0 |
| Total intangible assets and goodwill | 1,580.5 | 1,504.4 | 36.1 | 36.8 |

### 2.4.2 Net tangible assets per share

|  | Jun-15 | Jun-14 |
| :---: | :---: | :---: |
| Net tangible assets per ordinary share | \$7.36 | \$7.24 |
|  | \$m | \$m |
| Net tangible assets |  |  |
| Net assets | 4,941.7 | 4,966.5 |
| Intangibles | $(1,580.5)$ | $(1,504.4)$ |
| Preference shares - face value | - | (90.0) |
| Step-up preference shares - face value | - | (100.0) |
| Net tangible assets attributable to ordinary shareholders | 3,361.2 | 3,272.1 |
| Number of fully paid ordinary shares on issue-000's | 456,566 | 452,007 |

### 2.4.3 Investments accounted for using the equity method

|  | interest held by consolidated entity |  | Balance date | Profit/(loss) before tax |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2015 | 2014 |  | 2015 | 2014 |
|  | \% | \% |  | \$m | \$m |
| Joint Arrangements |  |  |  |  |  |
| Community Sector Enterprises Pty Ltd | 50.0 | 50.0 | 30 June | (0.3) | 0.4 |
| Homesafe Solutions Pty Ltd | 50.0 | 50.0 | 30 June | 0.7 | 0.4 |
| Silver Body Corporate Financial Services Pty Ltd | 50.0 | 50.0 | 30 June | - | 0.1 |
|  |  |  |  | 0.4 | 0.9 |
| Associates |  |  |  |  |  |
| Aegis Correctional Partnership Pty Ltd | 49.5 | 49.5 | 30 June | - | - |
| Aegis Securitisation Nominees Pty Ltd | 49.5 | 49.5 | 30 June | - | - |
| Aegis Correctional Partnership Trust | 49.5 | 49.5 | 30 June | - | - |
| Aegis Securitisation Trust | 49.5 | 49.5 | 30 June | - | - |
| Dancoor Community Finances Ltd | 49.0 | 49.0 | 30 June | - | - |
| Homebush Financial Services Ltd | 49.0 | 49.0 | 30 June | - | - |
| Linear Financial Holdings Pty Ltd ${ }^{1}$ | - | 36.0 | 30 June | 2.7 | (1.1) |
| Strategic Payments Services Pty Ltd ${ }^{2}$ | - | 47.5 | 31 December | 1.4 | 0.3 |
| Vic West Community Enterprise Pty Ltd ${ }^{3}$ | 50.0 | 50.0 | 30 June | (0.1) | 0.1 |
|  |  |  |  | 4.0 | (0.7) |
| Total share of profits/(losses) before tax |  |  |  | 4.4 | 0.2 |

${ }^{1}$ Linear Financial Holdings - sold in December 2014.
${ }^{2}$ Strategic Payment Services - sold in November 2014.
${ }^{3}$ Vic West Community Enterprises - fully impaired in December 2014.

All joint arrangements and associates are incorporated in Australia.

### 2.4.4 Credit ratings

|  | Short term | Long term |
| :--- | :---: | :---: |
| Standard \& Poor's | A-2 | A- |
| Fitch Ratings | F2 | A- |
| Moody's | P-1 | A2 |

On 29 July 2015, Standard \& Poor's Ratings Services affirmed its long-term counterparty credit rating on Bendigo and Adelaide Bank Limited at 'A-', and affirmed the short-term rating at 'A-2'. The outlook remains stable. Standard and Poor's commented that the issuer credit ratings on Bendigo and Adelaide Bank Limited reflect the Group's good business stability, which benefits from the franchise strength associated with its Community Bank model, as well as its strong capitalisation and very low credit losses, plus its focus on relatively lower risk residential mortgage lending and a good geographic spread of agricultural loans throughout Australia.

On 20 November 2014, Fitch Ratings, the international ratings agency affirmed Bendigo and Adelaide Bank Ltd's long term rating at 'A-', and affirmed the short term rating of 'F2' and its support rating of '3', and the Bank's viability rating of 'A-'. The outlook remains stable. Fitch commented that the ratings reflect the Bank's conservative risk appetite, strengthened capitalisation and sound asset quality.

On 6 March 2014, Moody's affirmed its long-term issuer rating at 'A2' and short term rating at ' $P$-1', with a stable outlook. Moody's commented that the rating reflects the Group's well developed franchise centred around community banking and the Group's conservative management that has historically focused on low-risk lending which has contributed to greater asset quality stability over time.

### 2.4.5 Issued capital

Changes to issued and quoted securities during the period:


Total step up preference shares at 30 June 2015

[^6]
[^0]:    ${ }^{1}$ A facility is classified as impaired regardless of whether it is 90 days or more past due (arrears) when there is doubt as to whether the full amounts due (interest and principal) will be achieved in a timely manner. This is the case even if the full extent of the loss cannot be clearly determined.
    ${ }^{2}$ 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.
    ${ }^{3}$ Includes loans where the value of the security has reduced below the value of the outstanding loans but partial repayments are being made in accordance with the loan contract.
    ${ }^{4}$ Provision coverage is calculated as total provisions and reserves for doubtful debts - divided by total impaired assets.

[^1]:    1 Average balance is based on monthly closing balances.
    2 Loans and receivables excludes specific items (June 2015 \$6.5m).
    3 Interest payments for profit share arrangements are net values in the Income Statement.
    4 Interest spread is the difference between the average interest rate earned on assets and the average interest rate paid on funds.
    5 Interest margin is the net interest income as a percentage of average interest earning assets.

[^2]:    1 Average balance is based on monthly closing balances.
    2 Loans and receivables excludes specific items (Jun 2015 \$3.0m and Dec 2014 \$3.5m).
    3 Interest payments for profit share arrangments are net values in the Income Statement.
    4 Interest spread is the difference between the average interest rate earned on assets and the average interest rate paid on funds.
    5 Interest margin is the net interest income as a percentage of average interest earning assets.

[^3]:    1 Average balance is based on monthly closing balances.
    2 Interest payments to alliance partners are net values in the Income Statement.
    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.

[^4]:    Appendix 4E: Full year results
    27 Year ended 30 June 2015

[^5]:    Capital adequacy is calculated in accordance with regulations set down by APRA.
    ${ }^{1}$ shows pro-forma impact to capital adequacy of the Rural Finance acquisition which was completed on 1 July 2014.

[^6]:    ${ }^{1}$ Relates to late applications for the June 2014 share purchase plan

